A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

September 8, 1969

New Commerce Department publications list covers 170 foreign markets

International Trade Winds Newsletter

Company News

REFINING—Houdry Process and Chemical Co., division of Air Products and Chemicals, Inc., Allentown, Pa., has developed the cyclohexane process for use in refining. Gulf Oil Refining Ltd., Milford Haven, Wales, is the first commercial plant to install the process. Approximately 2,700 BPSD of cyclohexane is produced from 2,200 BPSD of Benzene plus make-up hydrogen and recycle gases. The cyclohexane end-product has a freezing point of 6.3 centigrade and contains little sulphur.

COPPER RODS—Southwire Co., Carrollton, Ga., sold a Southwire Continuous Rod system for manufacturing copper rods to Laminoirs-Trefileries-Cableries de Lens, French producer of copper, aluminum and steel wire cable. The system, due to begin operations in May 1970, will be capable of producing quarter-inch and larger diameter copper rods at rates in excess of 16.5 tons per hour. A 22 ton-per-hour melting furnace, holding furnace and high-speed continuous casting machine are part of the equipment integrated into the system.

TELEVISION EQUIPMENT—General Telephone and Electronics International Inc., New York, has acquired Videon, S.A., French manufacturer of television components. Videon's annual sales are approximately $5 million and the firm is one of the largest French makers of TV deflection yokes. General Telephone's subsidiary, Sylvania Electric Products Inc., produces picture tubes at its Tienen, Belgium plant. Two other General Telephone facilities, SABA GmbH in Germany, and Compania General de Telefonia y Electronica S.A. in Spain, produce TV receivers.

ADHESIVES, PLASTICS COATINGS—Lord Corp., Erie, Pa., announced the formation of Lord International, Inc., a wholly-owned subsidiary also in Erie, organized to serve expanding world markets for Lord's products. Lord International opened its first branch in Japan to market products of Hughson Chemical Co., a division of Lord Corp., producing rubber-to-metal adhesives and polyurethane coatings. The Japan office will also serve the Taiwan and Korean markets.

Businessmen who plan to visit Japan's EXPO 70 in Osaka next March 15 to Sept. 15 are being advised by the U.S. Consul General in Osaka-Kobe that the time to make hotel reservations in Osaka, Kobe or Kyoto is at hand. Major hotels in the area are already booked for March and April and have only scattered vacancies thereafter. They are requiring 20% deposit with reservation and 30% more due six months before occupancy. Note: the U.S. Consulate General has no way of holding or obtaining rooms.

Also from Japan, and also cautionary, is the advice that U.S. firms apply for Japanese patents whenever they put patented products on the market in the U.S. that may some day have good sales potential in Japan. An uptrend in Japanese copying of U.S. products is now reported. In cases in which the injured U.S. firms have Japanese patents or patent applications the American Embassy has usually been able to stop infringements.

A businessman may know an antique when he buys it, but is it an antique by U.S. Customs definition? For the correct answer, see Page 11 of "Customs Hints for Returning U.S. Residents." (Antiques are items provably produced 100 years ago, and are duty free.) This 26-page illustrated booklet explains when a written customs declaration is necessary, how to avoid penalties, how to get the most from exemptions, etc. It is available at 35 cents from any Customs office or from the Superintendent of Documents, Govt. Printing Office, Washington, D.C. 20402.

The packaged factory approach at the Furniture Manufacturing Plant Exhibition at Bangkok, Thailand, appears to have caught on. Several firm offers for complete plants similar to that on display are mentioned in the early show reports, plus offers for the actual exhibition plant. About 50 visitors from outside Thailand—from the Philippines, Malaysia, Singapore, Laos and Hong Kong—were registered in the first three days.

A striking growth pattern is in evidence at the Stockholm U.S. Trade Center. The eight exhibitions in the fiscal year that closed June 30 achieved 50% more floor sales than the previous 25 shows held at the Center. Another indicator—12-month projected sales—has these eight shows almost even with the previous 25. One reason for this increase is the rise in visitors from outside Sweden. Almost three times as many Danes, Norwegians and Finns attended the FY 69 Stockholm shows as in any previous year.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Maurice H. Stans
Secretary

Rocco C. Siciliano
Under Secretary

K. N. Davis, Jr.
Assistant Secretary for Domestic and International Business

Harold B. Scott
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $20.00 ($6.25 additional for foreign mailing). Single copy 40 cents. Price of index issue varies. Domestic subscribers desiring airmail service must submit $28.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

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in this issue

The semiannual Checklist of International Business Publications provides a ready reference to the broad variety of world trade information offered by the Commerce Department's Bureau of International Commerce. The current Checklist, which appears on pages 13-34 of this issue, presents an expanded Country List—covering all publications available, under each country entry. An order form is included.

September 8, 1969

Volume 75
Number 36

International Commerce

Published weekly by
BUREAU OF INTERNATIONAL COMMERCE

Special Report

Department of Commerce International Publications Checklist, Pages 13-34

Doing it Texas-Style Wins 'E' Award 2

State's industrial commission started out by educating manufacturers on the benefits of exporting, then helped them get involved

Pakistan Seen On Road To Recovery 6

Commercial Attaché says new regime has taken the edge off much of the social and political unrest; outlines best U.S. sales prospects

Sound Policies Bode Well for Sierra Leone 8

Political turbulence seems to have subsided; foreign investors wanted, but new law could limit alien business ventures

MISCELLANEOUS—Mission to visit four Arab sheikhdoms 3
TRADE FAIRS AND CENTERS—Copenhagen to host hunting, fishing show 4
Yugoslavs schedule five specialized exhibits for Zagreb in 1970 4
Dublin to host second international educational exhibit in November 4
Norway to hold first Scandinavian all-type power show 5
FOREIGN GOVT. ACTIONS—Australia may raise duties on machine tools 10
Canada offers grants to plants locating in developing areas 10
Asian Development Bank survey will recommend SE Asian investments 11
East African Community's two major ports get World Bank loan 10
France places restrictions on domestic consumer credit 12
INVESTMENT, LICENSING OPPORTUNITIES—French firm wants partner 35
U.S. help solicited for tourist complex off West Malaysian coast 35
Dutch company seeks technical know-how to make precision items 36
WORLD TRADE OPPORTUNITIES—U.S. firms can bid on Australian dam 42
NEW BOOKS AND REPORTS—Law and policy in world business reviewed 44

"WE'VE JUST BEGUN," said Texas Governor Preston Smith on accepting The Presidential E Award for outstanding export promotion by his state's Industrial Commission. From left, at the presentation ceremony before a joint session of the Texas Legislature, are Lt. Gov. Ben Barnes, Deputy Asst. Sec'y of Commerce for Business Development Robert McLellan, and Texas Industrial Commission Chairman Chester Wine; 22 'E' winners also attended.

Texas-size sales win 'E'

Starting with basics, state's Industrial Commission moved on to specialized promotions

The Texas Industrial Commission has won a Presidential "E" Award for doing a Texas-sized job of promoting sales of the state's products in foreign markets.

In the first three years after the TIC's international department was founded at the suggestion of North Texas Regional Export Expansion Committee (REEC) members in 1965, the state's already large exports grew by a vigorous 40%. Texas is the nation's top exporter of chemical and petroleum products, and stands second in exports of agricultural products.

How did the TIC's brand new Office of Export Development attack its ambitious task? The first job facing the Office was educating Texas industrialists of (1) the value of a good export program, and (2) how to bring it about.

The Texas Industrial Commission held working seminars in eight geographical regions of the state to carry out this all-important educational phase. The theme of each meeting was how to sell and promote products abroad and how to handle the mechanics of international trade. More than 800 top executives attended the seminars, many using the information gained to initiate an international trade department for their companies.

Size no barrier

These seminars emphasized the fact that the size of a plant had nothing to do with its ability to export. The result is that of the more than 1,200 Texas plants now exporting, more than half employ less than 100 employees and 136 have under eight workers.

A Dallas firm decided to have a fling at the world market after attending one of the seminars and made an immediate impact in it with $36,000 in orders for its tubeless tire repair kit during an exhibit at the U.S. Trade Center in Stockholm and a quick sales trip through several West European cities by a firm representative.

An El Paso firm's president wrote: "I wish to express my sincere thanks for the splendid seminar on foreign trade you helped conduct. It was very enlightening for those of us who had no knowledge along these lines. Our company has decided to enter the foreign market and we humbly solicit your assistance. . . ." And so it went.

Changed emphasis

The Office of Export Development turned emphasis in 1966-67 from education to promotion of Texas products. With the assistance of several divisions of the U.S. Department of Commerce, the Industrial Commission put together a mission and mobile trade fair to Australia and New Zealand.

Eleven firms participated, taking 18,000 pounds of display equipment abroad. The products were shown in the capital cities of two Australian states and the two largest cities in New Zealand. All participants

also took part with separate exhibits in the Fourth Annual Engineering Show in Melbourne, Australia, joining 37 other U.S. firms. This was followed by participation with a mobile exhibit in the Industrial World Fair held at Wellington, New Zealand.

Sales that followed ranged into six figures and created increasingly promising possibilities for future years. Six of the eleven firms participating signed licensing agreements with Australian firms and now have their products produced either partially or wholly in Australia. The other participants signed agency agreements or said they otherwise accomplished in full their aims in both countries.

One participant put it this way: "I needed about twice the space provided to tell you how much I thought of the whole show. Please express my sincere gratitude to the entire Commission for the wonderful opportunities that they opened up for me and for my company.

"P.S. Next time there is a show to be in just holler!"

Hemisfair activities

The San Antonio Hemisfair, held from April to October, 1968, offered the Office of Export Development a chance to reach a world of businessmen without leaving the state. The initial study for HemisFair '68 estimated that thousands of businessmen from around the world would attend the exposition.

The Industrial Commission felt it should not pass up this opportunity to reach these businessmen, and discussions were begun on how to help each of these business visitors.

It was felt it would be best to give businessmen a place of their own at HemisFair—a place to relax; a place with an informal atmosphere where the Industrial Commission would have a chance to tell the story of Texas manufacturing; and, a place offering practical business facilities.

The Texas Industrial Trade Center was the result. The Industrial Commission was joined by the Texas International Trade Association in renting a 4,500-square foot two-story building at the Fair. The module had one entrance outside the fairgrounds and another inside, leading directly into the international section of the Fair.

The building was divided into three sections: Business Information Section, Instant Data Section, and Business Development Section. The cost of operating the center was defrayed by manufacturers. Each became a member of the center and was entitled to all privileges and services in the center throughout HemisFair '68. More than 4,000 businessmen were processed through the center in the six months of operating, including individuals and groups from 38 foreign countries.

The U.S. Department of Commerce set up a field office at the Center, which provided HemisFair visitors with business services similar to those furnished by the Department's 42 permanently-established field offices.

The TIC reports an estimated $9 million in sales were concluded as a direct result of the operation of the Trade Center. It is not unlikely that more than $50 million in orders to Southwest firms will be placed.

But let a Panamanian businessman tell what the Center meant to him: "I am now in Panama ready to begin my work again; but first of all I want to thank the Texas International Trade Center. The facilities you so kindly offered me are so necessary to businessmen in all the world that your organization should have branches in all parts of the world.

"Referring to the information you gave me, I am sure I would have spent more than a year in gathering it."

Also becomes publisher

In the meantime, the TIC has also found time to publish two booklets on exporting and play a leading role in Texas's cooperation with Peru under the Partners of the Alliance Program.

The booklets, entitled *Exporting Your Products* and *Analysis of World Markets for Texas Products*, are available from the Texas Industrial Commission, Austin 11, Texas.

The Partners of the Alliance Program is an effort to get private interests, at every level and in every area of interest, involved in the success of the Alliance for Progress.

Fresh out of new projects for the time being, the commission is settling down to the everyday business of advising exporters, as evidenced by this note from a Houston chemical firm: "Thanks to your help the classification for some of our products has been greatly improved. We may need you some other time in the future. . . ."

It's a good bet that TIC will be ready for them.

Twenty-two previous Texas winners of the 'E' Award as well as leading figures in the Industrial Commission attended the presentation ceremony at a joint session of the Texas State Legislature in Austin. In accepting the award from Deputy Assistant Secretary of Commerce for Business Development Robert McLellan, Texas Governor Preston Smith said that the state's export promotion program had "only just begun," and promised even more impressive future results.

Mission to visit Arab sheikhdoms

American trade group off to Abu Dhabi, Bahrain, Dubai, Qatar

A private trade mission, sponsored by the American-Arab Association for Commerce and Industry, will be visiting four sheikhdoms on the Arabian (Persian) Gulf to investigate new opportunities for U.S. sales to the area.

Under the impetus of increasingly large oil revenues, the sheikhdoms (Abu Dhabi, Bahrain, Dubai and Qatar) have embarked on ambitious development plans which have resulted in broader trade contacts and the opening of new markets for a wide variety of American products, including machinery, electrical equipment, building materials, household goods, automobiles, hardware, foodstuffs, textiles and wearing apparel.

The New York-based association of some 125 U.S. firms is interested in promoting trade between this country and the Near East-North Africa area. It is seeking additional members for the mission, which will be visiting the Gulf from Oct. 16 to Nov. 1. Firms interested in participating should contact the American-Arab Association at 505 Fifth Avenue, New York, N.Y. 10017.

The trade mission to the Arabian Gulf is the third trade promotion activity sponsored by the Association this year. Previous missions visited Algeria and the United Arab Republic, as reported in the Jan. 13 and Aug. 18 issues of INTERNATIONAL COMMERCE.

Chicago trade club offers export principles course

The International Trade Club of Chicago will conduct its ninth annual seminar on principles and techniques in exporting, called "how to do it," from Sept. 29 through Nov. 10. Guest lecturers include Anthony J. Buchar, director, Chicago Field Office, U.S. Commerce Department.

The seven consecutive Monday evening sessions will feature a simulation approach, with students following an export shipment.

Subjects to be covered in the series are introduction to course and company; processing the order; routing the order; final documentation; credit and collection; support services; and review and summation. **Write:** International Trade Club of Chicago, 140 South Dearborn Street, Chicago, Ill. 60603.

Educational exhibit planned for Dublin

The Second International Education and Training Exhibition and Conference (ETEX) will be held Nov. 18-22 in Dublin.

Promoted by Education and Training Associates and the National Film Institute, it is supported by the Irish Ministry of Education.

Currently, the Irish educational system is undergoing a revision from the primary through the college level. Also, a major program of construction and refurbishing educational structures is in progress.

Two national conferences concentrating on the impact of technology in the areas of education and training and the First Irish National Industrial Training Convention will coincide with ETEX.

Products on display will include audio-visual aids, art materials, closed circuit television, computers, duplicating, office and drawing equipment, sports equipment, floor coverings, language laboratories, library equipment and swimming pools.

At last year's ETEX, approximately 200 U.S., European and Japanese manufacturers of educational and training equipment mounted 125 displays.

Write: Education and Training Associates, 74 Northumberland Rd., Ballsbridge, Dublin 4, Ireland.

Ocean pollution problems will be featured during Genoa communications fair

An international symposium on ocean pollution will be held as part of the Fourth International Communications Fair in Genoa, Italy, Oct. 18-26.

Operating under the auspices of the Italian Ministry for the Merchant Marine, the symposium will consider technical and legal aspects of pollution and will feature experiments held on the shore of the exhibition grounds.

Italian concern for the pollution caused by tankers' refuse floating near the shore plus the concern of the Italian tourist industry and the Italian Petroleum Industry, instigated the symposium.

The president of the British Committee for Pollution is expected to speak at the event.

Write: Genoa Fair, Piazzale J. F. Kennedy, Genoa, Italy.

Copenhagen will host first hunting, fishing exhibition

The large per capita investment by north Europeans in sports equipment have spurred the First International Hunting and Fishing Exhibition planned for Copenhagen, Aug. 7-16, 1970.

The Danish Hunting Association in cooperation with the Scandinavian hunting organizations and the Exhibition-hall Forum Ltd., of Copenhagen, are organizing the fair.

Twenty-eight countries are expected to participate in this event, with many forming national exhibits which not only display products, but promote local hunting and sporting facilities.

Instructive stands on forestry, gamekeeping, breeding and animal life will be incorporated into the fair, as well as several international events such as a shooting contest and a game symposium.

Write: Julius Thomsens Plads 1, 1925 Copenhagen 5, Denmark.

PIPEX '70 scheduled at London's Earls Court

Pipes and pipeline equipment will be exhibited at the Sixth International Pipes and Pipeline Engineering Convention and Exhibition, PIPEX '70, at Earls Court, June 1-5 in London.

Products related to the transmission of liquids and gases by pipelines will be shown with equipment and instrumentation of use to the pipeline constructor and operator.

The last PIPEX was staged June 10-14, 1968 in London, combined with an industrial finishing and anti-corrosion show. The piping exhibition drew more than 10,300 visitors and 180 exhibitors, 50 of which were from outside the United Kingdom.

Write: International Pipes and Pipeline Engineering Exhibition, 3 Clements Inn, London, W.C.2., England.

Canadian food brokers plan annual meeting

Quebec City will host the 27th annual convention of the Canadian Food Brokers Association Jan. 30-Feb. 4, 1970 at the Chateau Frontenac Hotel.

Food manufacturers and processors who desire to enter the Canadian market or increase their share of the market are invited to exhibit their products, and will be able to register for the convention.

Food brokers comprise about 50% of the food suppliers for local Canadian grocery stores.

Write: Canadian Food Brokers Association, P.O. Box 639, Station "F", Toronto 5, Ontario.

Five Yugoslav shows announced for 1970

Zagreb fair grounds chosen as site for coming exhibitions

Five Yugoslav exhibitions for 1970, all specialized exhibits that will occur on the Zagreb Fair Grounds, have been set.

An international welding exhibition is scheduled for Mar. 2-7 and is organized in cooperation with the Association of Welding Societies of Yugoslavia. "Economy in Welding" will be the theme of a concurrent meeting. Welding equipment, materials, safety devices, inspection and soldering equipment will be on display.

From May 25-31, the 19th International Leather, Rubber and Footwear Week will take place. This event is normally a part of the Zagreb Autumn Fair, but has been expanded, making a separate exhibition possible. Products to be shown are: raw leather, leather and rubber processing machinery, textiles, tanning agents, and finished leather goods and all forms of footwear. Several consultations and symposia will be held, including a footwear fashion show.

The graphic and paper industries will stage the first International Press and Paper Fair, INTERGRAFIKA, Oct. 19-25. Featured areas of the fair include all forms of reprographic techniques, raw and auxiliary materials, machinery for producing paper and printing presses.

The fourth event will be the Second International Office Machinery and Equipment exhibition, INTERBIRO, Nov. 16-22. Products for display are data processing equipment, office supplies, office furniture, technical and school equipment, transmission and telecommunication equipment, and writing, drawing and franking supplies.

A New Year's Fair featuring consumer goods, novelty items and children's articles will be staged Dec. 16-29.

For information on any of these events, **write:** Zagreb Fair, Velesajam, Aleja Borisa Kidrica 2, Zagreb, Yugoslavia.

Nuremberg toy fair invites U.S. exhibits

U.S. toy manufacturers and suppliers are being urged to apply now for the 21st International Toy Fair, Feb. 14-20, in Nuremberg, Germany.

The 1970 fair follows a record setting 1969 event in which 22,554 trade visitors, or 3,000 more than 1968, and 1,353 manufacturers and suppliers, or 120 more than the previous year, participated. Because of the demand for space, a temporary building was erected on the fair grounds to house exhibitors. One exhibitor at the Feb. 8-14 show this year indicated an 80% increase in sales over the previous show, and an American firm reported orders for 1969 total more than for any of the last 15 toy fairs.

Spacecraft toys will have a good potential for U.S. firms, including aerospace model kits, model rockets, and related spaceware kits.

The 1968 West German toy market was estimated at $200 million, with about $51 million estimated as spent for imports.

Write: Spielwarenmesse e GmbH, 85 Nuremberg, Berliner Platz 24, West Germany.

Accessories for pets to be featured at INTER-ZOO

The needs of the animal kingdom will be displayed at the 11th International Exhibition of Equipment and Accessories for Pets, INTER-ZOO '70, May 8-10 at Wiesbaden, Germany.

Canine and cat care articles, aquariums, terrariums and their accessories, cages for birds and other pets, feed and pharmaceutical preparations will be displayed at the Rhein-Main Hall in Wiesbaden.

U.S. manufacturers of animal care items desiring further information should **write:** Wirtschaftsgemeinschaft Zoologischer Fachgeschaefte GmbH, 6 Frankfurt 70, Stresemannallee 35-37, West Germany.

Quality control conference, exhibition in Switzerland scheduled for June 1970

The Swiss Association for Quality Promotion and the European Organization for Quality Control are forming the 14th annual conference and exhibition, Metrology and the Collection and Evaluation of Data for Overall Quality Control. The Palais de Beaulieu will host the June 16-18, 1970 trade fair in Lausanne, Switzerland.

About 800 specialists from 30 European countries are expected to attend the conference which is open to persons in the field who wish to present a paper, any achievement, new method, or idea; a regular schedule of prepared papers is also on the agenda.

The exhibition will be divided into two main sections; measurement techniques with provisions for evaluating data, and apparatus for measuring.

Interested U.S. companies and representatives who desire further information on the conference and exhibition should **write:** EOQC Congress 1970, Case postale 911, CH-1001, Lausanne, Switzerland.

Decor International features contract furnishing items at July exhibition

One of the world's major exhibitions for contract furnishings and decorating will take place July 7-10, 1970, in London. Decor International will include all aspects of interiors other than domestic.

Schools, hotels, banks, ships, aircraft, stores, theaters, churches and restaurants are some of the users of contract furniture and furnishings. Product categories are comprised of furniture, lighting fixtures, wall, floor and ceiling coverings, fabrics and related equipment and accessories.

Sponsored by Commercial Decor, a contract design and furnishings journal, Decor International was held last May 13-16. Companies from the United Kingdom and other European nations staged an exhibition twice the size of Decor International '68.

U.S. representatives interested in this event may **write:** Decor International, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey, England.

U.S. firms may participate in Melbourne's HEVAC

Melbourne will host a 1970 International Heating, Ventilating and Air-Conditioning Show, HEVAC, May 25-29, 1970, at the Melbourne Exhibition Buildings.

This trade-only exhibition will consist of six product categories: air-conditioning, distributing, heating and ducting equipment; dryers, boilers, burners and coolers; controls and fire protection equipment; pipes, pumps and valves; insulation, dust control, industrial refrigeration and insulation materials; and fuel supplies.

Write: General Exhibitions, Fairs and Conventions (Vic.) Pty. Ltd., 392 St. Kilda Rd., Melbourne, Victoria, Australia.

Oslo to host exhibit, seminars on power

The Norwegian Trade Fair, Norwegian Watercourse and Electricity Board and the Association of Norwegian Electrical Power Plants are sponsoring NORPOWER '70 in Oslo May 18-23, 1970.

The Exhibition will be open for the following product categories: equipment and services for construction and operation of power plants and distribution equipment for hydro-electric, thermal and nuclear power; special purpose equipment for industrial and power plant operations; and equipment for room heating. Facilities for displaying electrical home appliances, snow melting devices, electric cars and similar equipment will also be available.

U.S. firms may enter directly or through a Scandinavian agent, but must do so before Jan. 1, 1970. Samples, advertising materials, display equipment and all exhibits may be imported duty free for the exhibit.

A good sales potential is seen for U.S. gas/oil fired thermal power plants, and, to a lesser degree, for nuclear power plants.

In conjunction with this fair, the first of its kind in Oslo, several seminars will take place featuring discussions on the future for electrical power.

Write: Norges Varemesse, Sjolyst, Oslo, Norway.

Aalborg will host exhibition of new medical equipment

U.S. exhibitors and visitors are invited to participate in the fourth International Hospital Exhibition in Aalborg, Denmark, sponsored by the Fyens Forum Ltd. The exhibition will be staged June 10-14, 1970, at the Aalborghallen.

A new feature of the 1970 exhibition will be displays of the latest equipment for nursing homes and geriatric care units.

Medical equipment and machinery for today and of the future will be on exhibit for integration into clinics, hospitals, dentist offices, and the general practitioner's facilities.

Write: Secretariat, International Hospital Exhibition IV, Fyens Forum Ltd., DK 5000 Odense, Denmark.

Worldwide Business Outlook pages 6-9

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Atlantic Richfield Co. and two German firms, Wintershall A.G. and Elektro-Chemie, have jointly set up a company in **Germany,** the Chemische Fabrik Wibarco G.m.b.H. The company, which has a capital of $1.8 million shared equally among the three partners, is to produce basic materials for the detergent industry. It is located in Ibbenbueren, near Osnabrueck. . . . **French** imports from the United States during the first half of 1969 totaled $740.0 million, an increase of 15.1% over the comparable period in 1968. Total French imports climbed to $8,848.9 million, up 26.2%. The U.S. share of total French imports thus dropped to 8.4%, from 9.8% in the first half of 1968. . . . The Chase Manhattan Bank recently became the second American bank to open a branch office in Rome, **Italy.** The first American bank to establish a branch there was Bank of America. . . . Several **German** firms have recently set up operations in the United States or announced such intentions. Korf Industrie- und Handel G.m.b.H., Kehl, which specializes in the operation of "mini-electro steel works" equipped with ultra-high-power electrical ovens, expects to build a similar electrically operated plant at Georgetown, South Carolina. Deutsche Grammophon G.m.b.H., of Hamburg, a major record producer in the Federal Republic, recently set up a subsidiary in New York, Polydor Inc., which is to sell the parent company's records under the Polydor label.

Pakistan seen stabilizing

New Administration's measures take edge off social and political unrest

By GEORGE A. HAYS
Commercial Attache,
U.S. Consulate General, Karachi

During 1969-70 Pakistan will continue to follow economic and commercial policies generally similar to those of the previous four years of its Third Five Year Plan. These policies emphasize production growth, channeling resources into areas promising quick returns—most notably agriculture but also industry—and holding back on investment, in infra-structure for example, where returns could be expected to be slow.

These policies have produced steady increases in industrial and agricultural production despite shortfalls from planned levels in foreign assistance and investment.

Gross national product has grown at a rate of more than 5% annually during the first four years of the plan and is expected to grow at a similar rate in 1969-70.

Modifications in Pakistan's economic policies result largely from the political and social unrest which led to the imposition of martial law in March. This unrest caused slight reductions in the economic growth rate but, more importantly, persuaded the Martial Law Administration that steps must be taken to reduce social discontent. Thus, the Administration has sharply increased wage rates for the most poorly paid classes of government and industrial workers: it is intensifying its efforts to increase economic growth in East Pakistan and it plans sharp increases in expenditures on education.

These steps and the respect with which the military is viewed in Pakistan have contributed to the stabilizing of the economy. Nevertheless, the year ahead possesses some political uncertainty for Pakistan which in turn may have some consequences for the economy.

Foreign exchange financing is a major consideration affecting the level and sources of imports. The country is heavily dependent upon foreign loans, suppliers' credits, and barter arrangements to supplement its own foreign exchange earnings.

Major foreign exchange loan sources are the World Bank and its IDA and IFC affiliates, the United States and other members of the Aid-to-Pakistan Consortium (Canada, Japan, United Kingdom, France, Italy, West Germany, Netherlands, Belgium, and Sweden). Other important sources are the Socialist countries, the Asian Development Bank and Australia.

Since a large percentage of Pakistan's imports from the United States are financed by AID, Export-Import Bank credits, and under PL-480 Agreements, it is prudent for U.S. exporters to examine carefully the possibilities of sales through these sources.

For the shipping period July 1 to Dec. 31, however, 85% of private imports are planned to be financed out of Pakistan's own resources. The import licensing authorities have targeted private imports at the rupee equivalent of $241.6 million for this half-year period.

U.S. suppliers of competitive products should investigate sales opportunities which are financed through Pakistan's free foreign exchange. This can best be accomplished through use of alert and capable agents and distributors in both East and West Pakistan. Sales of this type tend to be limited to competitively-priced essential industrial equipment and raw materials, and a limited range of consumer goods such as domestic air conditioning equipment, used clothing, medicines, and motor vehicle parts and accessories.

Based on past experience, the major part of U.S. trade over the next two or three years is expected to be in those commodities financed by AID loans, PL-480 Agreements and credits from the Export-Import Bank and World Bank. High on the AID and PL-480 list are iron and

NEW VARIETIES OF MEXICAN WHEAT are boosting Pakistan's need for storage facilities and fertilizer. These students at Mymensignh Agricultural University are experimenting with the new strains.

steel and non-ferrous metals, pharmaceutical raw materials, dyes and chemicals, fractional power pumps, lubricants, fertilizers, pesticides, agricultural machinery, edible oils, animal tallow, tobacco, nonfat dry milk and extra-long-staple cotton.

The best prospects under medium- and long-term credits are earthmoving equipment, electric power generators, electronic and communication equipment, railroad equipment, textile machinery sawgins, atmospheric control and air conditioning and refrigeration machinery and equipment, and machinery for vegetable oil mills.

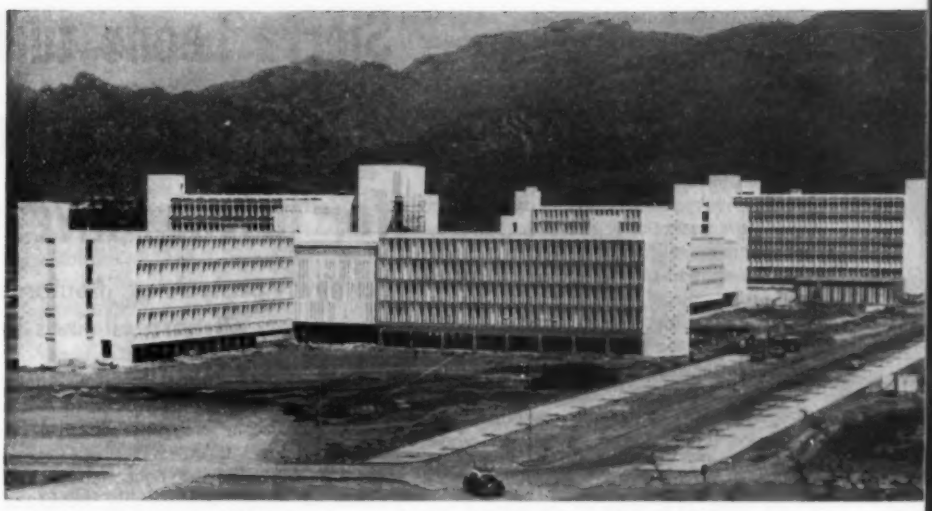
Tarbela Dam. Orders have been placed for almost all the construction equipment required for the $900 million Tarbela Dam Project, the centerpiece of West Pakistan's massive Indus Valley water and power development program.

Further supply contracts, however, will be let up to mid-1972. Interested firms should keep in touch with the engineering consultants to the Pakistan Government, Tippetts-Abbett-McCarthy-Stratton International Corp., 375 Park Ave., New York City. Contact should also be maintained with the Chicago Bridge and Iron Co. of Chicago, successful bidders for a $46 million Tarbela contract which includes 3,900 feet of tunnel liners requiring more than 43,000 tons of steel.

Textile machinery. Pakistan's large textile industry continues to offer good export sales opportunities for American weaving preparatory machinery and auxiliary textile equipment. The Government's Economic Coordination Committee has announced that highest priority would be given to financing textile mill balancing and modernization, and the mills were given six months to apply for project approval and financing. Mills of 12,500 spindles are being urged by the Government to expand to 25,000 spindles and therefore provide good sales opportunities in this period of mill reorganization and expansion.

Pinpointing best sellers

The recently-introduced International Marketing Information Service includes a Country Market Digest on Pakistan, which identifies what are thought to be the ten to fifteen most salable products in that country. IMIS reports can be ordered for 10 cents apiece from Commerce Dept. Field Offices or from the Sales and Distribution Branch, Room 2119, U.S. Dept. of Commerce, Washington, D.C. 20230.



PAKISTAN'S ECONOMIC PLANNERS are expected to continue the same policies, which concentrate on projects yielding quick returns. Above, the Secretariat building at the new capital, Islamabad.

Cotton ginning equipment. A very good market exists for American cotton saw ginning machinery and cotton pre-cleaning equipment. The ginning industry is in critical need of new plants and renovation of old ones. The market for ginning plant and pre-cleaning equipment is strengthened by the demands created by an increasing cotton crop, an expanding domestic cotton textile industry, and Pakistan's interest in retaining its share of world markets through upgrading the quality of its exportable ginned cotton. There is a potential market over the next five to seven years for some $10 million in cotton gin machinery sales from the United States, provided satisfactory credit terms can be arranged.

Atmospheric control equipment. The country offers promising export sales opportunities for atmospheric control, air conditioning, and refrigeration machinery and equipment. Atmospheric control is required in many of Pakistan's industrial establishments located where climatic conditions create problems for the type of product manufactured. Businessmen are beginning to recognize that their investment in climatic control equipment can be offset within a short period through greater mill efficiency and production, a better quality product, and the general improvement in the health of employees.

The cotton textile industry, Pakistan's largest, offers the most immediate and promising opportunities for such sales. Trade sources estimate that over $6 million worth of atmospheric control equipment could be sold to the textile mills during the current period of modernization and expansion. In most industries requiring industrial and commercial atmospheric controls, U.S. suppliers have obtained the largest share of the business. French suppliers, however, are currently the major source for such equipment in the textile industry.

Financing availabilities. The most important factor in being able to make capital equipment sales to Pakistan is the availability of U.S. Export-Import Bank loans and suppliers' credits at competitive interest rates and down payment terms. There is a current $5 million Export-Import Bank relending credit to the Pakistan Industrial Credit and Investment Corp. (PICIC) and a $2.5 million credit to the Industrial Development Bank of Pakistan. In addition, there is a $40 million World Bank untied loan to PICIC which can be utilized for the purchase of U.S. capital equipment.

The Pakistani market could readily utilize up to $50 million in commercial credits during the coming year. The situation offers a unique opportunity to private commercial banks prepared to work individually or in collaboration with equipment suppliers.

Agribusiness. Pakistan has made rapid headway in expanding its foodgrain production in recent years. Wheat production in fiscal 1968 increased 47% over the all-time high of the previous year and another 9.6% in fiscal 1969.

The "green revolution" has created a pressing need, particularly in West Pakistan, for foodgrain storage and handling facilities. Until this year, domestically produced grains were consumed in the rural areas and the major urban centers were supplied with imported grains (PL-480). Storage and marketing facilities were

geared to this pattern and imported grain distribution could be programmed the year round reducing the need to maintain large stocks.

Current foodgrain harvests, however, cannot be accommodated in available facilities and large quantities are stored in makeshift fashion. Considerable new farm storage is required and increased large scale government storage is planned. These new facilities will require handling, drying, ventilating, and other atmospheric control equipment.

The attention of equipment suppliers from around the world has begun to focus on the large potential of Pakistan's agriculture. For example, this past spring, self-propelled and large-pull combines were used for the first time to harvest wheat, and most of these combines were of American manufacture.

In 1968, U.S. sales of agricultural machinery and equipment to Pakistan totaled $1.35 million, over $1 million of which was wheel tractors, parts and accessories. Prospects are good for much larger sales in the next few years. In fiscal 1969, the U.S. Agency for International Development (AID) financed a $1.5 million sale of harvesters and has reserved an additional $1.5 million for future harvester sales.

Rapidly growing need

There is a rapidly expanding demand for fertilizers, especially for the high-yielding Mexican varieties of wheat. AID is expected to finance up to $50 million for fertilizer imports during the current year. In an effort to increase domestic production as quickly as possible, Pakistan has authorized three additional projects for urea plants with private U.S. partners. An Esso plant with a rated capacity of 173,000 metric tons has been in operation since last December. With World Bank financing, the Dawood-Hercules project has entered the construction phase and consideration is being given to a plant by Hyeson-Kaiser.

The market for fertilizer application equipment will continue to expand as the agricultural sector learns of the benefits to be derived from the uniform application of fertilizer, which can only be achieved through the use of mechanical devices.

Pakistan normally loses an estimated one-fifth of its potential agricultural output to various pests and diseases; this problem may become even more acute with the introduction of new seed varieties. AID in the current year will provide $10 million for pesticides, creating an expanded market for pesticide application equipment. The Government of Pakistan forecasts the need to produce 18,000 sprayers and dusters by 1970.

Sierra Leone turbulence ends; sound fiscal policies, desire for private investors aid outlook

But newly passed Act, if enforced, would bar aliens from some businesses; offshore oil finds in nearby Dahomey spark interest

Sierra Leone Prime Minister Siaka Stevens' first year in office ended in April, and it was not an easy one. Political instability, tribal unrest and crime tested the capabilities of the police and army, which had been considerably weakened by the mutiny in April 1968 and the detention of almost all army and police officers.

In November a state of emergency was declared which lasted for three months. Since then the situation has been improving, according to the Economic Trends Report from the U.S. Embassy in Freetown. Tribal passions have cooled, army and police officers have gradually been released and reinstated, and the spring by-elections were completed without too much disorder. While not all the political dust has settled, the Government can look ahead with much more confidence today than it did one year ago.

Sierra Leone's external and internal financial situation has shown marked improvement, largely as a result of the high level of exports and the government's sound fiscal policies.

In his June budget address, the Minister of Finance reaffirmed the Government's intention to encourage private foreign investment. Under the Development Ordinance of 1960, investors may be granted tax holidays for up to five years, equipment and materials needed in construction may be imported duty free, and raw or semi-processed materials for production will be granted favorable consideration. Government has also given its assurances that repatriation capital and dividends will be permitted and that it has no intention of nationalizing foreign undertakings.

Africanization stressed

Declaring itself dissatisfied with the performance of many expatriate companies in appointing Sierra Leoneans to responsible managerial and professional positions, the Government of Sierra Leone has appointed a 15-man committee to look into the problem of Africanization, with particular reference to the training and employment of Sierra Leoneans for responsible positions. Expatriate firms may be asked to prepare a schedule for the replacement of some of their foreign staff by Sierra Leoneans.

While appreciating the importance of foreign investment, the Government feels it is entitled to a fair share of the proceeds which are realized from the exploitation of the country's exhaustible natural resources. Shortly after devaluation in November 1967, it announced its intention to open negotiations with the mining companies to revise the companies' agreements.

The first re-negotiation, with the Diamond Corp. Sierra Leone, Ltd. (DICOR), was completed in November 1968. DICOR agreed to pay $276,000 annually for its diamond marketing and exporting rights and to forego the 1% service fee that it had previously charged on diamond purchases. Based on 1968 purchases, the

State wants a role

The Sierra Leone Government would like to participate in the management of existing and future companies. Apart from the Sherbro Minerals Corp., a subsidiary of PPG Industries and British Titan Products, the other major U.S. investors in Sierra Leone have all entered into joint ventures with government. These include the Sierra Leone Diamonds Corp., a diamond cutting and polishing factory; the oil refinery, in which Texaco and Mobil Oil have part interest in a venture owned 50% by five Western oil companies and 50% by the Government of Sierra Leone; and Seaboard West Africa Limited, a flour mill owned 40% by an American company and 60% by the Sierra Leone Government.

Government would have earned (or saved) a total of $684,000 from this new arrangement.

While this is a sizable concession by DICOR, the Government was reportedly a fair, if hard and able, bargainer. The re-negotiations with Sieromco and Sherbro Minerals Corp. are expected to start soon.

U.S. firms operating in Sierra Leone are required to pay a tax of 45% on interest payments on loans made outside Sierra Leone. According to a preliminary ruling by the Income Tax Department of Sierra Leone, this includes loans from the Export-Import Bank. In conformity with the practice elsewhere, the Embassy has requested that tax on interest payments to the Export-Import Bank be eliminated. A decision is expected within the next few months.

Off-shore oil discoveries in Dahomey and encouraging prospects in Liberia and Senegal have lured representatives of oil companies to Sierra Leone. Several companies, including some American, have submitted proposals to the government for petroleum exploration and development. The Cabinet was expected to review these proposals in August or September.

In 1968 there was a balance of payments surplus of $10.5 million compared to a deficit of $2.6 million in 1967. The improvement is due to a substantial increase in exports which rose by more than 50%. Foreign exchange reserves stood at about $22.2 million in June. The balance of payments in 1969 may show a small deficit, but considering the high level of debt servicing repayments due in 1969/70, even a slight deficit would be a good showing.

Diamond exports increased from $24.5 million in 1967 to $42 million in 1968, to account for two-thirds of Sierra Leone's exports. Diamond production continued at record levels during the first six months of 1969; June marked the fourteenth successive month that purchases of rough diamonds by the Government Diamond Office (one of two sources of diamond exports) exceeded Le 2 million ($1.67 million). Of Sierra Leone's other minerals, production of iron ore and bauxite rose in 1968, while rutile dropped owing to production difficulties. Production of all three minerals is expected to increase.

The value of agricultural exports rose by more than 230% in 1968, the biggest gain being in palm kernels. The increase of export earnings of agricultural commodities is due more to favorable world market prices and a higher volume of purchases by the Sierra Leone Produce Marketing Board (SLPMB) than to increased production, which continues to grow at a disappointing rate. Government expects production will improve once the integrated development plan for the agricultural sector is completed and agricultural investment projects are identified and implemented. By 1971, for example, the government hopes to be self-sufficient in rice.

The SLPMB continues to enjoy good management and has largely regained the confidence of buying agents and farmers. The Board's financial position has also been restored. For the first six months of 1969 it is expected to earn a surplus of over $1 million.

Non-citizens curtailed

In July the Sierra Leone Parliament passed the Non-Citizens Trade and Business Act, excluding non-citizens from engaging in business in which Sierra Leoneans are actively engaged. Among other things, the Act prohibits non-citizens from establishing new insurance companies, from operating travel agencies, laundries, pharmacies, bakeries and transport companies, and from manufacturing cement blocks, mineral water, or metal doors and windows. If enforced—the Minister of Trade and Industry can grant certain exemptions—the Act would effectively restrict small retail trade to Sierra Leoneans, which is now largely dominated by the Lebanese and Indians.

Fiscal discipline prevails

Late in 1966 the Government of Sierra Leone sought the help of the International Monetary Fund to stabilize the economy. The stabilization program, as it was implemented, involved three main elements: the reduction of budget deficits, the reorganization of the SLPMB, and the limitation of monetary expansion. All this was to be accomplished without resorting to restrictions on the country's liberal exchange policy.

Success in stabilization depended in large part on the Government's ability to restrict expenditures. Doubts were expressed that the new Government could exercise this restraint, especially in view of serious unemployment. Much to the Government's credit, this discipline has been maintained. The budget for 1969/70 indicates the Government's intention to continue its responsible fiscal management. Pleased with the results of the stabilization program and the cooperation it has received from the Sierra Leone Government, the IMF plans to terminate its stand-by arrangements in March, although one or more IMF experts may stay on to advise on fiscal matters.

Now that the pressure on foreign exchange reserves has been relieved and the budgetary deficits eliminated the Government is able to resume its development effort. The 1969/70 budget calls for an increase of almost 20% in development expenditure. The Government hopes that as the debt servicing burden diminishes after 1970, funds available for development will gradually increase. Agricultural development has the highest priority.

With the assistance of the United Nations, a development planning unit will be set up to assist in the preparation of a new five-year plan.

Unemployment has been increasing since 1964. As of December the total number of registered unemployed in Sierra Leone was 14,603. This figure represents only a percentage of those without jobs or under-employed, many of whom flock to Freetown or the bigger towns looking for work.

To reduce unemployment the Government has postponed its phasing out of the railway and has looked for labor-intensive development projects. For a long-term solution, government plans to focus on agricultural development, realizing that the employment potential of the industrial sector is relatively small.

The lack of berthage in Freetown Harbor and the high incidence of thievery continue to plague port operations. At one time it was rumored that a surcharge might be added if the turnabout time at the port did not improve. Insurance charges have gone up because of pilferage. The problem of turnabout time, however, should be relieved by the end of 1969 when the new extension to the Queen Elizabeth II Quay —which will enable up to six vessels to load and discharge simultaneously—is completed. Crime and pilferage may be more difficult to check, although the creation of a special port police unit and the introduction of police dogs has helped.

In April 1968 the Clerical, Mercantile and General Workers Union (CMGWU) withdrew from the Sierra Leone Labor Congress (SLCC) in a dispute over strategy to be followed in negotiating wage increases with the bigger firms. Efforts to entice the Union back have not yet succeeded.

Given trade union disunity and the scarcity of experienced and responsible trade union leaders, the Minister of Lands, Mines and Labor will probably have to continue to play an active role in resolving trade union disputes and strikes.

Canada is offering grants to plants in developing areas

Will provide up to C$6 million for building or improving plants

Canada's Minister of Regional Economic Expansion has designated the regions of Canada in which new, expanded, or modernized manufacturing plants will be eligible to receive federal grants under the Regional Development Incentives Act which came into effect July 1.

The designated slow growth and less developed regions of Canada cover all of Nova Scotia, New Brunswick and Prince Edward Island; all of Newfoundland except Labrador; most of inhabited Quebec except for the region around Montreal; much of northern Ontario and southern Manitoba, and parts of Saskatchewan, Alberta and British Columbia.

The foregoing regions are fixed for three years. A company locating there will be eligible to receive a primary development incentive for the establishment, expansion or modernization of a plant, not to exceed the lesser of C$6 million or 20% of the approved capital costs as determined by the Minister of Regional Economic Expansion.

Secondary benefit

A secondary development incentive for either the establishment of a plant or the expansion of an existing one to manufacture or process a new product can be obtained in an amount not to exceed 5% of the approved capital costs plus C$5,000 for each job created.

The maximum any one plant can receive from the combined incentives is C$12 million or C$30,000 per job created or 50% of the capital employed in the operation, whichever is least.

No grant can be authorized if the Minister concludes that in the absence of such a grant a firm would go ahead anyway to establish, expand, or modernize a plant in the designated region. No grant can be made to a plant if a commitment was made for its establishment, expansion, or modernization before July 1 nor if commercial production begins after Dec. 31, 1976.

Under the regulations, the company's investment must be at least C$60,000 in the case of a new plant and C$30,000 in case of expansion or modernization. The company must also undertake—to the maximum extent practicable—to train and employ people in the area.

Another condition for receiving a development incentive is that the applicant should provide reasonable opportunities to Canadian manufacturers to supply the machinery and equipment, the cost of which will be partly covered by the incentive, as long as that machinery and equipment is competitive in performance, price and delivery.

Among the types of plants eligible to receive grants are those producing metals from mineral concentrates; those producing paper and paperboard from pulp; fish and food processing plants; petrochemical plants; and sawmilling and other lumber operations. The regulations, however, preclude grants to oil refineries, and plants producing mineral concentrates, pulp, and newsprint.

Australia holds inquiry on protection for machine tools

Australia's Tariff Board is considering the question of whether assistance should be given to the local production of certain machine tools. If the Board finds that assistance through the Customs Tariff is warranted, it will advise the Ministry of Trade and Industry on the rates of duty to be applied.

Assistance will be considered for the following types of machine tools (included are Australian imports of the items for the year ended June 30, 1968, and the U.S. share of those imports): machine tools for working stone, ceramics, concrete, glass, etc. ($291,978—20%); machine tools for working wood, bone, cork, ebonite, plastics, etc. ($2,280,594—11%); chuck and tool holders, etc. ($330,196—5%); certain tool holders ($71,663—23%); certain other accessories for use with machine tools ($331,802—13%); and tools for working in the hand, pneumatic tools, etc. ($6,528,817—39%).

U.S. exporters, in accordance with the procedures outlined in INTERNATIONAL COMMERCE of August 28, 1967, may submit evidence concerning the inquiry through their Australian distributors. Further information on the procedures is available from the Far Eastern Division, Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

East African ports get World Bank loan for expansion

The World Bank has made a loan equivalent to $35 million for the expansion and modernization of the two chief ports serving the three-nation East African Community, Dar-es-Salaam in Tanzania and Mombasa in Kenya. The loan was made to the East African Harbours Corp. (EAHC) and guaranteed jointly and severally by Kenya, Tanzania and Uganda.

The Bank loan will assist in financing EAHC's development program for 1969-72, which will cost the equivalent of $58.3 million. The program includes the construction and equipping of two general cargo berths at each port, capable of handling container traffic as it develops; a wharf for the handling of bulk grain and cement traffic at Mombasa with grain silos and appropriate mechanical handling equipment; the completion of three general cargo berths at Dar-es-Salaam now under construction with the assistance of an earlier Bank loan, providing them with sheds and equipment; and a new offshore tanker mooring and submarine pipeline at Dar-es-Salaam. At both ports existing berths and stacking areas will be renovated and re-equipped.

The Bank loan will cover the foreign exchange requirements of the port development program, including interest on the loan during construction. The remaining costs will be met by EAHC out of cash generation from operations. All imported goods and services paid for with World Bank funds must be procured through international competitive bidding.

Export-import traffic through Dar-es-Salaam and Mombasa now totals about three million tons annually. Imports and exports of Kenya, Tanzania and Uganda are expected to grow at an average rate of about 4½% between 1968 and 1975. Virtually all of this additional traffic will pass through the two ports. Additional capacity is also needed at the ports to handle the growing traffic of neighboring countries, particularly Zambian traffic through Dar-es-Salaam, which is now some 300,000 tons annually, and is expected to increase threefold by 1972 when the Tanzam Highway work is completed.

ADB transport study will recommend SE Asia investments

U.S. offers $1 million to assist project; UNDP expected to help

Representatives of the Governments of Indonesia, Laos, Malaysia, Philippines, Singapore and the Republic of Viet-Nam have signed a Participation Agreement with the Asian Development Bank on a Regional Transport Survey.

Under the agreement signed at ADB's temporary headquarters in Makati, Rizal, Philippines, the countries participating in the Survey will provide the necessary facilities to the ADB's consultants to ensure that the Survey is carried out promptly and efficiently. A representative of the Government of Thailand was scheduled to sign the Agreement on Aug. 26.

The ADB's decision to undertake the Survey was made upon request by the Government of Malaysia on behalf of eight Southeast Asian countries which participated in the Kuala Lumpur Conference on Transport and Communications in September 1967.

The Conference recommended that the Survey should have as its specific objective recommendations for an investment program for regional transport projects in the medium and long terms.

The participating Governments had made a request sometime ago to the United Nations Development Program for financial assistance to the Survey. It is expected that the UNDP will participate in the Survey in its second stage when substantive work is done.

The United States Government has made a specific offer of a grant of up to $1 million to the Technical Assistance Special Fund of the ADB which, together with the contributions of the Bank and others, would make it possible to carry out the Survey.

Venezuela will need help in free port construction

The Venezuelan Ministry of Public Works has announced a $20 million plan for developing Margarita Island, which is about 15 miles off the mainland of Venezuela, as a free port. Construction will include international sea and airports, an industrial park, storage facilities (including bonded warehousing), hotels and various tourist facilities.

The sea port, to be constructed over a period of 16 months, will accommodate vessels of up to 40,000 tons displacement.

The airport will have two runways 9,600 feet long and 135 feet wide, with a parallel taxiway of nearly the same length.

U.S. firms interested in the projects should write to the Ministerio de Obras Publicas, Torre Sur, Centro Simon Bolivar, Caracas, Venezuela or to the Gobernacion del Estado Nueva Esparta, Porlamar, Estado Nueva Esparta, Venezuela.

India enacts legislation for nationalization of 14 banks

India's nationalization of 14 major domestic commercial banks was enacted into law in August.

Total deposits of the newly-nationalized banks are almost $3.5 billion. Deposits of banks in the public sector will now amount to 85% of total commercial bank deposits. The 13 foreign banks, as well as 36 smaller domestic commercial banks, were not affected by the nationalization. The nationalized banks for the present will continue as individual entities, under government control, although some reorganization may be effected in the future. Compensation will be paid to the stockholders in the form of 10- and 30-year government bonds and a small interim cash payment.

The purpose of the measure was described by India's Prime Minister as a means of mobilizing savings to the largest possible extent and utilizing them for productive purposes, in accordance with the country's priorities.

Ecuador decree available

U.S. exporters can get free copies of the text and translation of Ecuador's Monetary Board Resolution 538, affecting the prior deposits and credit terms required for imports into Ecuador. This resolution established the minimum credit terms of 90 and 180 days for List 1 and II imports, respectively, and retained the previously increased prior deposits of from 35% to 250%. Copies are available from the American Republics Division, OIRE/BIC, U.S. Dept. of Commerce, Washington, D.C. 20230.

Taiwan gets credit for nuclear power plant from Eximbank

Loan to help finance purchases of U.S. goods and services

The Export-Import Bank has authorized a credit of $79,704,000 to the Taiwan Power Company. Proceeds of the loan will help finance purchases of U.S. equipment, materials and related services required in construction and initial operation of a nuclear power plant.

Taiwan Power is a government-owned organization responsible for developing and supplying electricity in Taiwan. It is the only electric power utility on the island and serves an area of 14,000 square miles with a population of some 13.7 million.

The 550 megawatt nuclear power plant will consist of a light water-cooled and moderated, enriched uranium nuclear reactor system. The nuclear steam supply system and main turbine-generator set are to be supplied by a U.S. manufacturer not yet selected. The plant will be located at Chinshan, 17 miles northeast of Taipei and is expected to be in commercial operation by December 1975. The project's cost is estimated at some $157.5 million and will include housing facilities and transmission lines from the plant to substations at Panchiao and Nankang tying into the central power grid.

Some $62.6 million of the credit will be for equipment, materials and services and $17.1 million will finance the cost of uranium and its conversion, enrichment, and fabrication into the initial fuel core in the United States.

Previous Eximbank loans

Earlier this year, Eximbank approved a $7.2 million credit to help China Air Lines, the international flag carrier of Taiwan, purchase two Boeing 707-320C jet aircraft. The bank's first loan to the carrier was in 1966 for $4.7 million to help purchase a Boeing 727 jet. In 1967, $4.3 million was approved for a second purchase, and in 1968 a third Boeing 727 jet was bought with the help of a $2.3 million credit from the bank.

Also, in 1966, Eximbank authorized $5 million to enable private mining and manufacturing firms in Taiwan to purchase imports of American machinery, equipment and services.

Attendance down, but revenues rise in Japan's theaters

Box office receipts at Japanese movie theaters in 1968 continued to go up even though attendance declined. Receipts totaled $230.6 million, up from $219.3 million in 1967, while attendance was estimated at 314 million, down 21 million from the 1967 figure. Average admission prices were up about 12% in 1968 to 73 cents, compared to 65 cents in 1967.

During 1968 the number of movie theaters in Japan dropped to 3,814, about 7.5% below the 1967 total of 4,119, and this trend is expected to continue through 1969. However, some Japanese industry officials feel that theater closings will almost halt by 1970.

Production of feature films increased to 509 in 1968, almost 100 more than the 410 produced in 1967. This increase is largely accounted for by more erotic films being produced, 230 in 1968 compared to 169 in 1967. These erotic films, sometimes referred to as "pink films", are produced at costs ranging from $5,000 to $10,000, and along with the very high budgeted "masterpiece" films have proved highly successful at the box office. Conventional feature films, in general, have failed to draw large Japanese movie audiences.

Foreign feature films released in Japan totaled 249 in 1968, of which 116 were from the United States. Other principal suppliers of feature films in 1968 were Italy with 47, France with 37, and the United Kingdom with 22. Foreign feature films released in Japan had totaled 239 in 1967, with U.S. distributors accounting for 117. Distribution revenue from the exhibition of all films in Japan in 1968 amounted to $85 million, of which $53 million was from showing of Japanese films and $32 million from showing of foreign films.

IFC makes first investment in printing-publishing field

The International Finance Corporation, affiliate of the World Bank, which invests in private projects in the developing nations, has announced that it will help a leading Argentine printing and publishing firm expand production and enlarge and modernize its selling methods.

The commitment of $7 million to Editorial Codex Sociedad Anonima, of Buenos Aires, will be IFC's first venture in the printing and publishing field, continuing the diversification of IFC investments in less developed countries into service businesses.

IFC invests to strengthen private enterprise in developing member nations. In recent years it has added commitments to tourism, utilities and food storage to its investments in manufacturing, mining and development banks.

The IFC commitment to Editorial Codex will help finance an expansion and modernization program with total costs equivalent to $25.7 million.

The Editorial Codex investment is IFC's second in Argentina this year. With it, the Corporation has committed a total of $23.71 million to seven Argentine private enterprises in the publishing, pulp and paper, steel, automotive, and petrochemical fields.

Lebanon issues new labeling regulations for foodstuffs

New labeling regulations for imported canned or preserved foodstuffs became effective in Lebanon in mid-July 1969. Each label must contain the following information:

- The generic name of the product next to the trade name.
- The words "artificially colored" if applicable to the product.
- The names of any preservatives or added substances.
- The manufacturing date, either expressly stated or in code. If in code, the meaning must be reported to the Ministry of Public Health.
- The net weight.

If the product contains meat, fat or the extracts of meat or fat, the name of the animal from which the substance was taken must also appear on the label.

Special regulations apply to imported dry or liquid milk. When prepared for domestic consumption, it must be packed in metal containers which have been tightly sealed and are of a capacity of not more than 3 kilograms. Dry milk prepared for industrial use may be shipped in containers of wood or cardboard or in bags provided the milk is first packed in air-tight plastic bags with a capacity of not less than 15 kilograms. The labels must show the manufacturing date, expressly stated, and the percentage of fat content.

For the purpose of the regulations, small-sized canned goods are defined as foodstuffs preserved and sealed in the containers at the point of manufacture and not opened by the retailer or customer until after they are purchased. Large-sized canned goods are those preserved in large containers which are usually opened by the retailer for sale in smaller portions without the original wrapper. The required information must appear on the label of each container of the small-sized canned goods and on the outer container only of the large size.

The information above should be considered as an addendum to Overseas Business Report 68-59, "Foreign Trade Regulations of Lebanon."

France announces restrictions on consumer credit

Down payment requirements and repayment periods are adjusted

The French National Credit Council has announced temporary measures to restrict domestic consumer credit. The credit restrictions are part of a governmental program to curb internal demand and therefore are designed to work with the recent devaluation of the French franc to belance the French economy. The new regulations went into effect Sept. 1 and are scheduled to expire on Jan. 1, 1970.

Down payments for new automobiles and trailers increased from 30 to 50%, while the down payment for commercial vehicles, professional equipment, household appliances and furniture was raised from 30 to 40%. Down payments for radio sets and two-wheel vehicles remains unchanged at 30%, and the television set rate remains at 20%. The percentage down payment for all other consumer goods was raised to 40%, from the previous level of 30%.

Repayment periods were reduced from 21 to 15 months for new automobiles and from 18 to 15 months for used cars. The current 18-month period for two-wheel vehicles and radio and television sets remains unchanged. The repayment period for all other goods is now 15 months.

In September the French Government is expected to detail further austerity measures as a part of its economic program to back up the devaluation. These measures will be reported in INTERNATIONAL COMMERCE as they are announced.

A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

SEMIANNUAL

CHECKLIST

INTERNATIONAL BUSINESS PUBLICATIONS

SEPTEMBER 1969

Contents:

Census Publications	17
Commerce Business Daily	14
Country Market Digests	20
Country Market Surveys	16
Exhibitor's Export Market Guides	15
Export/Import Summaries	16
Foreign Economic Trends	15
Foreign Production and Commercial Reports	14
International Commerce	14
International Customs Journals	25
International Marketing Information Service	15
Market Share Reports	15
Overseas Business Reports	14
Special Publications	16
Trade Lists	15
Trade Mission Reports	14
World Markets for U.S. Exports	15
World Trade Directory Reports	15
PUBLICATIONS BY COUNTRY	21

U.S. DEPARTMENT OF COMMERCE

BUREAU OF INTERNATIONAL COMMERCE

CHECK LIST

This listing of international business publications appears twice each year. Data in the publications of the Bureau of International Commerce are obtained from some 280 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce. The opening pages of this listing describe individual publications and provide capsule summaries of Commerce's various series of publications on world trade. The Country List is a handy reference to all publications on a particular country.

Two supplements have been added to the Checklist in 1969. Supplement No. 1 is the Trade List Catalog, described under the Trade Lists heading. Supplement No. 2 is the Market Share Reports Catalog, described under the Market Share Reports heading. These two catalogs extend considerably the reference coverage of the Checklist.

International Commerce

INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoritative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in international sales of U.S. products.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, reviews the accomplishments of U.S. trade missions, analyzes U.S. and foreign trade, and reports on outstanding activities of such organizations as GATT, the Common Market, Eximbank, the World Bank, and ECSC. Annual subscription: $20 ($6.25 additional for foreign mailing). Single copy 40¢. Sample copy free from your nearest U.S. Department of Commerce Field Office.

1968 ANNUAL INDEX TO INTERNATIONAL COMMERCE, 1969. Lists all articles in the magazine by country and by subject. Uniquely helpful reference tool for research in world trade. 80 pp. Included in annual subscription. 75¢ to non-subscribers.

1969 FIRST HALF CUMULATIVE INDEX TO INTERNATIONAL COMMERCE. 48 pp. Included in annual subscription. 40¢ to non-subscribers.

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FOREIGN ECONOMIC TRENDS are compiled by the U.S. Embassy Commercial Staff, transmitted to the United States by air, and promptly reproduced to give subscribers these timely reports as soon as they are received from abroad.

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The entry for each firm includes its name; mailing address; name and title of the chief executive; the type of organization; the date of its establishment; and its size. The entry also states whether the firm has a U.S. representative and the language of correspondence.

Every entry in the Trade Lists is based on a World Trade Directory Report (see below) conducted by a U.S. Foreign Service Officer. Trade List entries show the date of the World Trade Directory Report.

Lists are $1 per country for each principal SIC product category. Available from Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

Trade List Catalog. Supplement No. 1 to the 1969 Semiannual Checklists. This separate catalog includes nearly 1,500 lists for 60 countries. Lists are arranged under country headings. Number of names in each list are given. Catalog is 20 pp. Free. Available from Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230, or from any Department of Commerce Field Office.

World Trade Directory Reports

Compiled by U.S. Foreign Service Officers, World Trade Directory Reports give basic commercial and descriptive background information on individual foreign firms.

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A World Trade Directory Report on an individual foreign firm is a useful enlargement on the information given about the firm on a Trade List.

If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

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International Marketing Information Service

Five related, marketing-oriented publications are being issued by the recently formed International Marketing Information Service (IMIS) as a key element in the Department's effort to increase U.S. exports to $50 billion a year by 1973. The five publications include two new reports and three that had previously been in publication.

The new reports are Country Market Digests, prepared by the Bureau's Office of International Regional Economics (OIRE), and World Markets for U.S. Exports, prepared by the Bureau's Office of International Trade Promotion (OITP).

The three previously existing publications are Market Share Reports prepared by the International Trade Analysis Division (ITAD); Country Market Surveys, prepared by OIRE and formerly titled Market for U.S. Products in . . .; and Exhibitor's Export Market Guides, prepared by OITP, formerly called Export Market Guides.

Titles of IMIS reports are announced in International Commerce as they appear.

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"Overseas Business Reports: The Use of Market Share Reports." Commodity Report on Air-Conditioning Machines. OBR 69-5. 8 pp. March 1969.

"The Uses of Market Share Reports: Country Report on Italy." OBR 69-6. 8 pp. March 1969.

Market Share Reports Catalog. Supplement No. 2 to the 1969 Semiannual Checklist. Lists all published Market Share Reports. Catalog is 16 pp. Free. Available from Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230, or from any Department of Commerce Field Office. As new reports become available, they will be listed in International Commerce.

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EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each.

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FOREIGN-TRADE ZONES BOARD 30th ANNUAL REPORT. Contains review of fiscal 1967-'68 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, Toledo, and Honolulu. 1968. 60 pp. 35¢.

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MOBILE TRADE FAIRS. Guide to Prospective Operators. Details responsibilities of Operator, Exhibitors; assistance provided by Department of Commerce. 20 pp. 1967. Free.

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SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition. 1968. 35 pp. 20¢.

STARCH AND RELATED PRODUCTS IN SELECTED COUNTRIES. 1967. 42 pp. 30¢.

UNITED STATES TRADE POLICIES: REMARKS BY HON. MAURICE H. STANS, SECRETARY OF COMMERCE. Texts and excerpts of the Secretary's principal public statements on international trade and relations with our major trading partners—matters he discussed with leaders in 11 European and Far Eastern countries in May-June, 1969. 64 pp. Free.

U.S. FOREIGN TRADE: A FIVE-YEAR OUTLOOK. This report forecasts exports, imports and trade balances through 1973. It analyzes basic factors in U.S. trade and suggests specific actions for export growth. 1969. 90 pp. $1.

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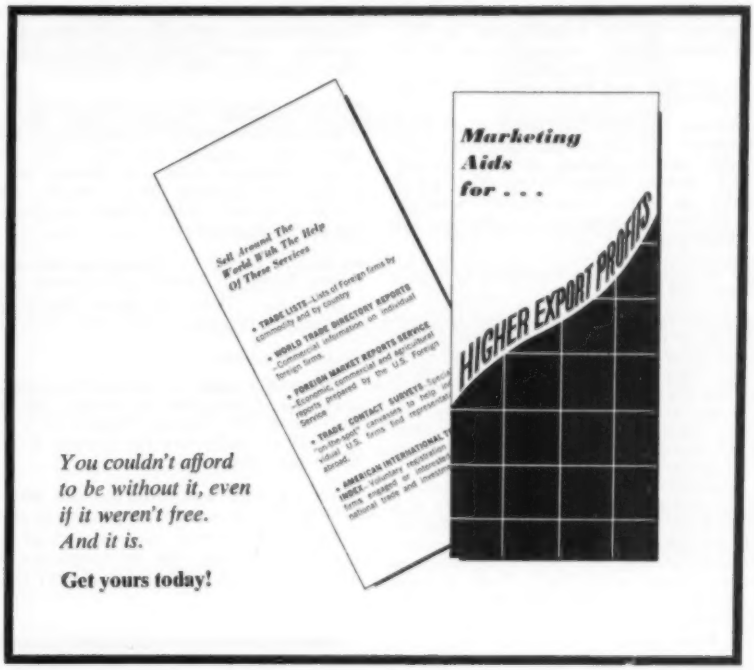

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Non-periodical Reports

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FT 150 U.S. General Imports. Schedule A Commodity Groupings, Geographic Area, Country, and Method of Transportation: 1968

This report gives total dollar value of general imports by all methods of transportation, showing value and shipping weight of trade handled by vessel and by air. 324 pp. $1.75.

FT 155 U.S. General Imports. Geographic Area, Country, Schedule A Commodity Groupings, and Method of Transportation: 1968

This report is a continuation of FT 150 listed above. 459 pp. $2.75.

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New report series. Shows annual U.S. import data in terms of TSUSA (Tariff Schedules of the United States Annotated) commodity classifications by country origin. Data are presented in two tables: "U.S. imports for consumption—net quantity and dollar value for approximately 10,000 TSUSA commodity classifications by country of origin"; and "U.S. general imports—net quantity and dollar value of selected TSUSA commodity totals where there is a difference of $10,000 or more between imports for consumption and general imports." (Comparable data for 1964 were issued in an unnumbered publication, "U.S. Imports for Consumption and General Imports: 1964-Tariff Schedules Annotated by Country.") $3.50 copy.

FT 450 U.S. Exports. Schedule B Commodity Groupings, Geographic Area, Country, and Method of Transportation: 1968

This report gives total dollar value of U.S. exports of domestic and foreign merchandize by all methods of transportation, showing value and shipping weight of trade handled by vessel and by air. 360 pp. $2.

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This report highlights relation of U.S. exports of domestic merchandise to domestic production. Establishes comparability between the commodity classifications of Schedule B (Statistical Classifications of Domestic and Foreign Commodities Exported from the U.S.) and an output product classification based on the SIC system. Data on net quantity and dollar value are shown for 3,600 Schedule B classifications regrouped into approximately 2,000 SIC-based commodity designations. Tables on: SIC-based Product Code by World Area; Conversion of Schedule B to Classification System Based on SIC; Principal Differences Between the SIC-Based Output and the Export Product Code. 614 pp. $5.50 copy.

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U.S. Foreign Trade Statistics: Classifications and Cross-Classifications. 1968

Correlated in one volume, the 1968 edition of U.S. Foreign Trade Statistics, are Schedule B Export Classification and SITC, agricultural, non-agricultural, FT 990, end-use, and SIC-based product codes. The exporter and marketer will find this volume of use in relating imports, exports to domestic output of various commodities, as well as relating U.S. foreign trade to the trade of other nations. The subscriber receives, in addition to the initial publication, any revisions made during the year. All schedules of commodity and geographic classifications now used in the compilation and publication of U.S. foreign trade statistics are included in this volume—approximately 10,000 import (Tariff Schedules of the United States Annotated) classifications, 3,600 export (Schedule B) classifications and some 2,000 domestic products classes based on the U.S. Standard Classification. 1968. 567 pp. $7.50, including revision. Order only from Bureau of the Census, Washington, D.C. 20233.

Foreign Trade Statistics Regulations

As published in the Federal Register of Aug. 27, 1966, contains all amendments issued since their original adoption in April, 1963. 50¢. Available from the Bureau of the Census, Washington, D.C. 20233. Make check or money order payable to Superintendent of Documents.

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INTERNATIONAL COMMERCE, May 30, 1966. 35¢.
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AFRICA

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Africa: A Growth Market for U.S. Business. 96 pp. 1968. 75¢
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Government Procurement Practices in Selected African Countries. OBR 66-65. 12 pp. Oct. 1966
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Useful Market Surveys and Industry Reports Issued by the United Nations Economic Commission for Africa (ECA). OBR 67-81. 20 pp. Dec. 1967
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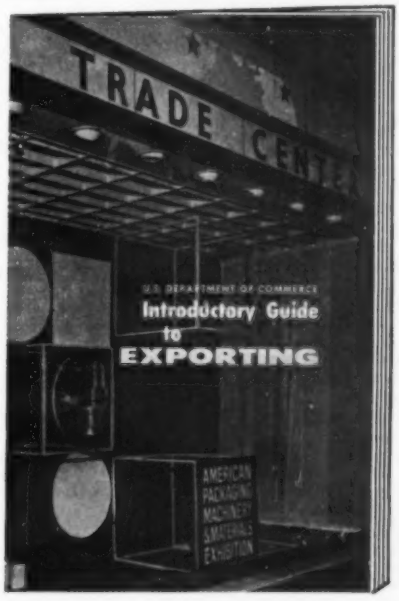

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Offshore islands near east coast picked for year-round development

The Government of Malaysia is seeking proposals for the development of a tourist complex for the islands off the coast of the state of Trengganu (east coast of West Malaysia). A separate company, wholly-owned, or in partnership with Malaysian groups, is envisaged by the Government.

Such a company would develop tourist facilities, furnish transportation to the islands from other Malaysian cities, conduct tours, organize recreational activities, arrange hotel accommodations, and perform related services. In this manner a package deal for the potential visitor would be possible.

The offshore islands, which enjoy year-round sunshine and clear water permitting a view of the ocean bed, have been chosen because of their natural beauty. Deep sea fishing, swimming, scuba diving and water-skiing are among recreational activities that already exist.

Various incentives and concessions, including pioneer status, will be granted by the Government.

Companies or individuals interested in developing these islands as a tourist complex should submit proposals containing details of their plans based on international standards. **Write,** by Oct. 31, to: Director of Tourism, Ministry of Commerce & Industry, 4th floor, Police Co-operative Building, Jalan Suleiman, Kuala Lumpur, Malaysia, with a copy to C. J. Goinga, Commercial Attache, U.S. Embassy, AIA Building, Jalan Ampang, Kuala Lumpur. **P-70142.**

Two German states offer subsidies to U.S. investors

A subsidy of 15 to 20% is available to U.S. firms making direct investments in specified cities of Saarland and Rheinland-Pfalz under a new five-year program to stimulate the industrialization of these areas.

Subsidies will also be paid for the establishment of training centers, promotion of tourism, increased efficiency of existing plants and the improvement of infrastructure as part of an effort to create new jobs.

The gradual shutdown of the Saar Basin coal mines has created a surplus of 50,000 workers who are currently undergoing retraining to prepare them for skilled work in electronics, plastics and other industries.

Pamphlets and booklets (in English) for American firms wishing to study the possibility of investment in the region are available. **Write:** The Society of the Economic Development of the Saarland (Gesellschaft fuer Wirtschaftsfoerderung Saar mbH), 66 Saarbruecken, Uhlandstrasse 5, Federal Republic of Germany. **P-70141.**

International licensing study offered in N.Y. by AMA

The American Management Association will sponsor an international licensing course from Oct. 6-10 at the Barbizon-Plaza Hotel, New York City.

Licensing problems and possibilities in several countries, particularly in Japan and the developing countries, will be discussed. In addition, case studies will be presented and small-group discussions of specific problems will be held.

Chairmen for the course are Marion K. Kellogg, Professor of Law, University of Virginia, and Roger B. Leithead, president, Clupak, Inc., New York.

Write: American Management Assn., The American Management Association Bldg., 135 West 50th St., New York, N.Y. 10020.

French steel foundry group desires to diversify line

A well established French steel foundry group is seeking a joint venture with an American firm to produce equipment for use in the rubber and plastics industries. The company currently produces steel castings, 2 to 45 tons capacity; crushers, grinders and parts; beams and welded boiler parts.

The company is particularly interested in new products consistent with its current manufacturing capability that can be marketed through its commercial network.

Write: French Industrial Development Agency, 610 Fifth Avenue, New York, New York 10020. **P-70140.**

French firm on lookout for U.S. production partner

A French firm with two plants and considerable space for expansion in Bagneres de Bigorre is seeking American partners for the manufacture of new products. At present the company manufactures railroad passenger and freight cars, refrigeration and cold storage equipment, prefabricated buildings and panels, electrical switches, circuit breakers and lightning rods. The company has its own sales and service organization; at present 35% of its sales are for export.

Write: French Industrial Development Agency, 610 Fifth Ave., New York, N.Y. 10020. **P-70139.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Brazilian steel mill seeks partner to aid expansion

A small steel mill company with two plants producing steel ingots, flat rolled products, castings and forged railway products is seeking collaboration with an

American firm for expansion and modernization of its facilities.

Financial and technical assistance as well as machinery and equipment valued at about $2.5 million is sought with equity and management participation offered in return. Majority control may also be possible. The company has prospecting and mineral rights in several iron mines in the state of Minas Gerais among its assets.

Write: Cecil W. Hime, Companhia Brasileira de Usinas Metalurgicas, Avenida Rodrigues Alves, 145/147, Rio de Janeiro, GB, Brazil. WTD. **P-70143.**

A review of the Brazilian iron and steel industry, prepared by the American Embassy in Rio de Janeiro on Aug. 15, may be useful background material for companies considering this project. Copies are available on request from the Office of International Investment (BIC-878), U.S. Department of Commerce, Washington, D.C. 20230.

Austrian yarn firm seeks to expand line

An Austrian company, currently manufacturing synthetic yarn, is seeking a joint venture with an American company to establish a new manufacturing activity. At present only about 25% of the company's site at Lafnitz in the province of Styria is utilized by existing factory operations of yarn manufacturing.

Write: Alfred Kahl & Son Chemiefaser-Spinnerei, 8233 Lafnitz, Austria. WTD. **P-70138.**

Malaysian group seeks U.S. partner for fruit juice plant

A group of Malaysian businessmen propose establishing a plant in Kuala Lumpur for the production of frozen pineapple, punch and citrus juice concentrates for export.

The proposed plant, with a capacity of 2,240 pounds-per-hour, is expected to initially engage in the production of frozen pineapple and punch concentrates.

The group is interested in having an American firm participate on a joint venture basis and/or handle the marketing in the United States and Canada. Export markets for the fruit juices are also envisioned in Japan, Australia, Western Europe and the USSR.

Write: Tann Kok Aun, Director, Sharikat Taihon Frozen Food Sdn. Bhd., 11 Pesiaran Segambut Utara, Kuala Lumpur, Malaysia. WTD. **P-70145.**

Dutch company seeks technical know-how

Also desires medical, related equipment from U.S. company

A Dutch concern which was reported in the July 21 issue of INTERNATIONAL COMMERCE as interested in the manufacture of medical and related equipment under licenses or joint venture with an American firm having a European sales organization or products complimentary to those of an affiliated Dutch organization, is currently making precision parts for American and Canadian companies.

In addition to the medical equipment reported in the earlier issue, the firm seeks technical know-how for precision machining of mechanical, pneumatic and hydraulic components, such as master gears for measuring purposes, pump gears, mechanical seals, measuring fixtures and other special toolings. It offers its own technical know-how in manufacture of pneumatic, high pressure measuring equipment, modern facilities and technical experience as its contribution to joint venture, licensing or contract manufacturing arrangements.

For more details **write:** Theo. Roebers, Marketing Executive, Duiker Apparatenfabriek N.V., 2 De Bruyn Kopsstraat, Rijswijk Z.H., The Netherlands. WTD. **P-70019.**

Aircraft plant, rights to production available

An Austrian company seeks to contact a U.S. firm which may be interested in acquiring an aircraft plant and production rights for a single engine, three seater airplane developed by the Austrian concern. The plant facilities which are located on a 16,000 square yard site and the production rights are offered either together or separately.

To obtain further details, **write:** Josef Oberlerchner, Josef Oberlerchner-Holzindustrie, A-9800 Spittal/Drau, Austria. WTD. **P-70131.**

Mission to Argentina will explore business prospects

The Argentine Government has announced that it will be sponsoring a trade and investment mission from the United States to Buenos Aires from Oct. 23 to Nov. 1.

The Government reports that it is developing the mission in order to call the attention of businessmen to the profitable opportunities offered by Argentina's trade and investment policies, which are aimed at attracting more business and improving Argentina's competitive position in world markets.

For information about the mission, write to the Commerce & Industry Association of New York, Inc., 99 Church St., New York, N.Y. 10007.

Frozen fish venture offered by Newfoundland concern

A Newfoundland research-developer is currently experimenting with ready-to-cook packaging of smoked cod and Greenland turbot and is seeking a joint venture with an American company to expand its activities and markets.

Write: Robert Stevenson, College of Fisheries, St. John's, Newfoundland, Canada. **P-70137.**

Large Spanish candy firm interested in making American-style confections

One of the largest Spanish manufacturers of the Spanish nougat "turron" wishes to complement its operation with American delicacies. It is particularly interested in producing salted peanuts, candied fruits, and typically American candies and sweets containing candied fruits.

The firm reports annual production of 22 million pounds of nougat and allied products for which it imports sugar and dried fruits. It enjoys an export market in nougat alone of 2.6 million pounds, in addition to export sales of 1.3 million pounds of other products.

Candy market

The company states that there is a strong market potential both in Spain and elsewhere for its products, due to the increased standard of living in Spain and the influx of tourists.

The company is interested in licensing and/or technical assistance but will consider joint venture arrangements if desired. In addition the company wishes to contact machinery manufacturers of dried fruit processing equipment and candy machinery equipment.

Write: Arturo Sirvent, Director, Monerris Panelles, S.A., Reina Victoria 18, Jijona, Alicante, Spain. WTD. **P-70135.**

World Trade Opportunities Continued through page 43

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit number and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

01137—NETHERLANDS—Vegetable seeds, in particular onion sets, gherkin seeds. Jo's Reyers N.V., Attn: Mr. J. W. Tulp, Sr. (importer, distributor, grower, wholesaler), 10-12 Bruinelaan or P.O. Box 20, Zwijndrecht. WTD 8/69.

012 Fruit, tree nut, vegetable farms

01220—ST. PIERRE, MIQUELON—Fresh fruit in less than car-load quantities to be shipped by sea from Gloucester, Mass. to St. Pierre. La Roncierre (importer, distributor), St. Pierre. WTD in preparation.

01221—NICARAGUA—1,000 crates of apples and pears in domestic packing, and grapes in export (sawdust) packing. California suppliers only. Supermercado la Colonia S.A. (importer, retailer), Apartado Postal 2237, Managua. WTD in preparation.

01230—ST. PIERRE, MIQUELON—Fresh vegetables in less than car-load quantities to be shipped by sea from Gloucester, Mass. to St. Pierre. La Roncierre (importer, distributor), St. Pierre. WTD in preparation.

098 Fish hatcheries

09890—HONDURAS—Live, tropical fish. Especially interested in farms located in Louisiana or Florida. Scheib Comercial, S. de R. L. (importer, distributor, retailer), P.O. Box 679, Tegucigalpa, D.C. WTD in preparation.

201 Meat products

20110—FRENCH WEST INDIES—Meat and poultry, fresh and frozen. John Laperdris (importer, distributor, retailer), Les Aigles, Didier, Route de Didier, Fort-de-France, Martinique. WTD 8/69.

20110—ST. PIERRE, MIQUELON—Frozen meat in less than car-load quantities to be shipped by sea from Gloucester, Mass. to St. Pierre. La Roncierre (importer, distributor), St. Pierre. WTD in preparation.

20151—ST. PIERRE, MIQUELON—Frozen poultry in less than car-load quantities to be shipped by sea from Gloucester, Mass. to St. Pierre. La Roncierre (importer, distributor), St. Pierre. WTD in preparation.

203 Canning, preserving foods

20371—FRENCH WEST INDIES—Frozen juices, other citrus pulp products. John Laperdris (importer, distributor, retailer), Les Aigles, Didier, Route de Didier, Fort-de-France, Martinique. WTD 8/69.

204 Grain mill products

20422—FRANCE—Livestock and poultry feed supplements, concentrates. C. E. V. A. (importer, distributor, manufacturer), 7, Rue Gay-Lussac, 25 Besancon. WTD 8/69.

205 Bakery products

20513—FRENCH WEST INDIES—Frozen cakes. John Laperdris (importer, distributor, retailer), Les Aigles, Didier, Route de Didier, Fort-de-France, Martinique. WTD 8/69.

207 Confectionery

20722—GERMANY—Chocolate, confectionery type; candy bars, chocolate, all types. Requests price quotations c.i.f. Hamburg or Bremen. Heinrich Eickmeyer KG., (importer, distributor, manufacturer, exporter), 49 Herford, Deichkamp 7-11. WTD 7/69.

208 Beverage industries

20999—GERMANY—Spice extracts, meat seasonings for manufacture of sausages. Ramonat & Co. (importer, distributor, manufacturer), 24 Oststrasse, 45 Osnabrueck. WTD 8/69.

228 Yarn, thread mills, products

22823—GERMANY—Synthetic rough yarn, shiny and smooth also knot style for use in production of drapery, upholstery fabrics. C.i.f. European ports. Th. Gerhards Weberei fuer Moebel- und Dekorationsstoffe GmbH (importer, manufacturer, exporter), 52-56 Vitusstr., 405 Moenchengladbach. WTD 7/69.

229 Textile goods

22940—GERMANY—Textile waste, prefer-

ably of wool blended with synthetic fibers, for use in manufacture of carpets, other floor coverings; waste purely of synthetic fibers or filament yarns. Textroff Hans Georg Rupp (importer, distributor, agent), 37 Kohlhoekerstrasse, P.O.B. 698, 28 Bremen. WTD 7/68.

22953—NEW ZEALAND—Waterproof, silicon coated, tapes, made from purchased fabric. New Zealand Book Services Ltd. (manufacturer), P.O. Box 33, Paraparaumu. WTD in preparation.

239 Fabricated textile products

23920—GERMANY—Polishing, dusters and cleaning cloth mainly for industrial purposes. Sueddeutsche Putzwollfabrik Anton Argenton KG (distributor), 79 Bahnhofstrasse, 6101 Bickenbach. WTD 8/69.

251 Household furniture

25112—AUSTRALIA—Wood household furniture, specifically occasional furniture for use in living room, library, and hall, e.g., coffee tables, telephone tables and chairs, magazine racks, ornamental screens, smoking stands. High quality preferred. F. J. Brandt (importer, distributor), Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD in preparation.

273 Books

27315—HONDURAS—Paper back books, novels. Billy S. Lady (importer, distributor, retailer), 5a. Calle No. 101, Colonia El Prado, Tegucigalpa, D.C. WTD in preparation.

275 General commercial printing

27516—AUSTRALIA—Decalcomanias (waterslide transfers), specifically for decoration of chinaware. F. J. Brandt (importer, distributor), Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD preparation.

27521—HONDURAS—English and Spanish language magazines. Billy S. Lady (importer, distributor, retailer), 5a. Calle No. 101, Colonia El Prado, Tegucigalpa. WTD in preparation.

27526—AUSTRALIA—Decalcomanias (waterslide transfers), specifically for decoration of chinaware. F. J. Brandt (importer, distributor), Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD in preparation.

281 Industrial chemicals

28183—GERMANY—Flavoring materials for manufacture of sausages. Ramonat & Co. (importer, distributor, manufacturer), 24 Oststrasse, 45 Osnabrueck. WTD 8/69.

28192—LIBYA—Inorganic industrial, household bleaching compounds. Toufigh Ben Taher (importer, distributor, retailer), Tagiura, Tripoli. WTD in preparation.

282 Synthetic materials

28214—TURKEY—Urea formaldehyde resin, phenol formaldehyde resin for plywood production. YENI Kontrplak Fabrikasi A.S. (manufacturer), Silahtaraga Caddesi No. 108, Eyup, Istanbul. WTD 8/69.

28241—GERMANY—Polyamide staple fiber and filament yarns, also textured, for use in textiles; cord yarns of these materials for manufacture of nettings and ropes; salable waste for textile, other uses. Textroff Hans Georg Rupp (importer, distributor, agent), 37 Kohlhoekerstrasse, P.O.B. 698, 28 Bremen. WTD 7/68.

28242—GERMANY—Polyester, acrylic, other noncellulosic staple fiber and filament yarns, also textured, for use in textiles; cord yarns of these materials for manufacture of nettings and ropes; salable waste for textile, other uses. Textroff Hans Georg Rupp (importer, distributor, agent), 37 Kohlhoekerstrasse, P.O.B. 698, 28 Bremen. WTD 7/68.

283 Drugs

28315—FRANCE—Biological preparations for veterinary use. Laboratoire des Carmes (importer, distributor, manufacturer), 7, Rue Gay-Lussac, 25 Besancon. WTD 8/69.

28349—FRANCE—Pharmaceutical preparations for veterinary use. Laboratoire des Carmes (importer, distributor, manufacturer), 7, Rue Gay-Lussac, 25 Besancon. WTD 8/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28424—GERMANY—Polishing and cleaning cloth, chemical treated, mainly for industrial purposes. Sueddeutsche Putzwollfabrik Anton Argenton KG (distributor), 79 Bahnhofstrasse, 6101 Bickenbach. WTD 8/69.

287 Agricultural chemicals

28790—FRANCE—Pesticides for agricultural use. Laboratoire des Carmes (importer, distributor, manufacturer), 7, Rue Gay-Lussac, 25 Besancon. WTD 8/69.

307 Plastic products

30795—SWITZERLAND—Technical plastic novelties for industrial application, new inventions, Arnold AG (importer, distributor, agent), Schaffhauserstrasse 265, 8057 Zurich. WTD 7/69.

30796—GERMANY—Plumbing fixtures and parts, plastic. A. Ringel & Sohn (importer, distributor), 36 Westanlage, 6300 Giessen. WTD 8/69.

323 Glass products

32315—AUSTRALIA—Mirrors, framed, decorative, wall-mounted, for use in the home. F. J. Brandt (importer, distributor), Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD in preparation.

325 Structural clay products

32530—AUSTRALIA—Ceramic wall tiles for feature and design walls; ceramic floor tiles. F. J. Brandt (importer, distributor), Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD in preparation.

331 Steel mill products

● **33100—INDIA**—Steel plates—5,684 metric tons of various quality and specifications. Tender No. S-85 of 1969; bid deadline Sept. 26. Director, Railway Stores, Railway Board, New Delhi. Copies of tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **33100—INDIA**—Plates, fire box quality, 189 of 3 different sizes (total weight—695 metric tons). Tender No. 1128/26W/BSL/PR/51461/Global; bid deadline Oct. 3. Chief Purchase Officer, Talwara Township, District Hoshiarpur, Punjab. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-2364).

● **33100—INDIA**—Cold rolled sheets, 3600 metric tons of various sizes, with copper content ranging from 0.2% to 0.35%, fully aluminum killed. Tender No. S-86 of 1969; bid deadline Oct. 6. Director, Railway Stores, Railway Board, New Delhi. Copies of tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **33100—IRAN**—Iron strap, 250 tons of size 2 x 25 mm. for making "S" shaped pieces. Tender No. 2428243/48; bid deadline Oct. 22. Iranian State Railways, Tehran. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-2364).

333 Primary smelting, refining of nonferrous metals

33397—INDIA—Nickel powder 99.9% pure; specifications nickel including cobalt 99.9%, Co .094, Cu .006, Fe .007, S .021, C .007 and P nil. Agreeable to consider alternate specifications for nickel powder, pellets or shots. Quotations c.i.f. Bombay. The Kesar Sugar Works Ltd. (manufacturer), New Great Insurance Bldg., 7 Jamshedji Tata Rd., Churchgate Reclamation, Bombay 20. WTD in preparation.

343 Heating apparatus, plumbing fixtures

34310—GERMANY—Plumbing fixture fittings, malleable iron, copper or sheet zinc; kitchen sink units, stainless steel. A. Ringel & Sohn (importer, distributor), 36 Westanlage, 6300 Giessen. WTD 8/69.

34320—AUSTRALIA—Plumbing fixture fittings and trim; specifically exclusive gilt, metal or ceramic bathroom fittings, e.g., combination sink faucets, bath and shower fittings. F. J. Brandt (importer, distributor) Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD in preparation.

344 Fabricated structural metal products

34413—JAMAICA—Seeking tenders for steel

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

towers to carry eleven miles of 138 kv double circuit transmission lines. Bids should be on firm unit price, C. & F. Kingston. Stone & Webster Engineering Corp. (importer), 225 Franklin St., Boston, Mass. 02107. WTD in preparation.

349 Fabricated metal products

34990—SWITZERLAND—Technical metal novelties for industrial use, new inventions. Arnold AG (importer, distributor, agent), Schaffhauserstrasse 265, 8057 Zurich. WTD 7/69.

353 Construction, mining, materials handling machinery, equipment

35361—AUSTRIA—Hand and electric hoists. Friedrich H. Brauner (importer, distributor), Eglseegasse 10, A-1120 Vienna. WTD 7/69.

354 Metalworking machinery

● **35400—TOGO**—Machine tools and tool kits for maintenance and repair of heavy road equipment. Bid deadline, Nov. 5. M. le President de la Commission Consultative des Marches, Presidence de la Republique, Lome. Copies of tender documents may be obtained from Directeur des Travaux Publics, BP.335 Lome, for 10,000 CFA francs ($40.32). (Documents, including off road equipment can be obtained for 15,000 CFA francs ($60.48). Tender documents may be reviewed at the offices of Berger Inc., 100 Halsted St., East Orange, N.J., or at the Embassy of the Togolese Republic, 2208 Massachusetts Ave., Washington, D.C. 20008.

355 Special industry machinery

● **35500—ARGENTINA**—Technical supervision, installation and instruction of the necessary personnel for the modification of facilities of the present production plant of nitrate lead and of trinitroresorcinate lead. Deadline for this tender is Sept. 30. Detailed specifications, in Spanish, are available from the Argentine Army, Special Purchasing Commission, 2136 R St., N.W., Washington, D.C. 20008. Direccion General de Fabricaciones Militares, Defense Dept., Argentine Government.

35512—FRENCH WEST INDIES—Industrial oven for baking individual custards, 5000 per hour. Mr. John Laperdris (importer, distributor, retailer), Les Aigles, Didier, Route de Didier, Fort-de-France, Martinique. WTD 8/69.

35531—URUGUAY—One each, combined circular saw; mortising machine; wood molding machine; hydraulic press; plane; jack plane. Casa Jose S.A. (manufacturer), 18 de Julio 949, Maldonado, Depto. de Maldonado. WTD 6/69.

35591—SWITZERLAND—Small chemical manufacturing industry machinery, equipment. Arnold AG (importer, distributor, agent), Schaffhauserstrasse 265, 8057 Zurich. WTD 7/69.

35595—KUWAIT—Bids are invited for supply and installation of machinery and equipment for cement plant to be established in Shuaiba Industrial area (50 miles south of Kuwait city) close to Shuaiba Port. Details and forms of the tender are obtainable from the firm through a Kuwaiti representative against an unrefundable value of K.D. $75. Initial investment for machinery and equipment is estimated at K.D.$1 million ($2.8 million). All bids must be received by the firm prior to 12 a.m., Thursday, Oct. 30. Kuwait Cement Co. (manufacturer), P.O. Box 20581, Kuwait. WTD in preparation.

356 General industrial machinery

35615 — SWITZERLAND — Laboratory pumps; lye, acid resistant pumps. Arnold AG (importer, distributor, agent), Schaffhauserstrasse 265, 8057 Zurich. WTD 7/69.

35662—SWITZERLAND — Industrial high speed drives, gears. Arnold AG (importer, distributor, agent), Schaffhauserstrasse 265, 8057 Zurich. WTD 7/69.

35690—SWITZERLAND—Chemical filters, strainers, centrifugals, separators. Arnold AG (importer, distributor, agent), Schaffhauserstrasse 265, 8057 Zurich. WTD 7/69.

358 Service industry machines

35853—ISRAEL — Refrigeration equipment and condensing units (refrigerants) for commercial, industrial purposes. Direct purchase and agency, Israkor Ltd., 27 Haatzmauth Rd., P.O. Box 1693, Haifa. WTD in preparation.

361 Electric transmission, distribution equipment

● **36100—KOREA**—Supply of radio monitoring materials. Also one each selective voltmeter, synchronoscope dual trace unit and accessories, oscilloscope, RF wattmeter, noise generator, DC power supply, AF wattmeter, digital synchronometer, and a standard clock. Tender No. KFX-9167-S, bid deadline Sept. 19. Requested by Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(Area Code 202, 967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(Area Code 415, 556-5868).

● **36100—KOREA**—Supply of voltmeters, ammeters, and watt meters. Also one each dynamic strain measuring apparatus, dynamic strain amplifier with 6 channels, direct writing oscillograph, electromagnetic vibration apparatus, tunnel section measuring instrument, vector impedance meter, high sens recorder, etc. Tender No. KFX-9179-S, bid deadline Sept. 29. Requested by Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Area Code 415, 556-5868).

● **36100—THAILAND**—Supply 5 sets of load-break switch, one way, three phase, gang operated, phase-over-phase single-pole side mounted, side swing main blade with vacuum break interrupter for 69 KV (350 BIL), 1200 amp. continuous and 61,000 amp., momentary ratings. Tender No. MEA-PSD-168, bid deadline Oct. 3. Purchase & Stores Dept., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok, Thailand. One copy of specifications available for reference, only, not for loan from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. ★(Area Code 202, 967-4241). Also one copy available for reference only from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Area Code 415, 556-5868).

364 Electric lighting, wiring equipment

36421 — AUSTRALIA — Residential type electric fixtures, non-portable; specifically, lighting fixtures, wall fittings for bracket lighting; chandeliers (electroliers). F. J. Brandt (importer, distributor), Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD in preparation.

365 Radio, television receiving sets

36520—AUSTRALIA—Automatic tapes suitable for background music. Types required are endless loop cassette tape decks and reel-to-reel tapes with automatic reverse track facilities; decks must be of commercial standard, capable of playing at least eight hours of music before repeating. Z & L Investment Co. Pty. Ltd., Background Music Systems Div. (importer, distributor, lessor), 259 Hay St., East Perth, Western Australia 6000. WTD 6/69.

36520 — ETHIOPIA — Phonograph records, record blanks, and pre-recorded tapes. Price quotations c.i.f. Addis Ababa by air freight. AM Enterprise (importer, agent, retailer), P.O. Box 2968, Addis Ababa. WTD 8/69.

366 Communication equipment

36624—ST. PIERRE AND MIQUELON—LORAN equipment for installation on oceangoing vessels, primarily fishing vessels. Paturel Freres (importer, distributor, retailer), St. Pierre. WTD 7/69.

The new look

Exporters will note that the World Trade Opportunities Section has taken on a "new look."

Opportunities are now listed under a five-digit SIC classification number immediately under the previous three-digit number. Purpose: to make it easier to pinpoint specific commodities.

The five-digit SIC classification system is used extensively by the Bureau of Census, Dun and Bradstreet, trade associations and many state and local agencies, and is thus familiar to most American businesses.

367 Electronic components, accessories

36795 — GERMANY — Optical mark page readers used as peripheric units for Raytheon computers, special controllers, Requests price quotations c.i.f. Verlautenheide. ERA-Elektronische Rechenanlagen GmbH. (importer, distributor, manufacturer, exporter), 25 Lindenweg, 5101 Verlautenheide. WTD 9/68.

374 Railroad equipment

● **37400—IRAN**—Supply of one set portal crane of 30 tons capacity. Bid deadline 9:00 a.m. Oct. 18. Tender No. 696/48. Iranian State Railways (R.A.I.), Tehran. Cable: RAHAN. A set is available for review only in Room 4021, Transportation Products Division, BDSA-

631, Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-4816).

● **37400—TAIWAN**—100 reversible-chair coaches with spare parts; 64-person seating capacity with Westinghouse automatic air brake system. Central Trust of China, Purchasing Department, 49 Section 1, Wuchang St., Taipei. Bid deadline Oct. 6. Tender No. IB2B-0038(C). A set is available for review only in Room 4021, Transportation Products Division, BDSA-631, Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-4816).

381 Engineering, laboratory, scientific, research instruments

38112 — SWITZERLAND — Laboratory instruments, all kinds. Arnold AG (importer, distributor, agent), Schaffhauserstrasse 265, 8057 Zurich. WTD 7/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200 — INDIA** — Supply of 3 strong motion accelerographs complete with accessories. Tender No. 1122/BPO/PR/56508/I-569, Ref. No. D/ENQ/2671, bid deadline Sept. 24. Requested by the Chief Purchase Officer, Beas Purchase Orgn., Talwara Township, Dist. Hoshiarpur, Punjab, India. (See *International Commerce*, Aug. 18, p. 32). Tender documents available from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008 (Area Code 202, 265-5200).

386 Photographic equipment, supplies

38611—IVORY COAST—Automatic, coin-operated photo machines and booths for passport, identification card, similar photos. c.i.f. Abidjan. Correspondence requested in French. Rene Amany B.P. 1835, Abidjan. WTD in preparation.

387 Watches, clocks, parts

38711—AUSTRALIA—Clocks, household, wall, mantel and occasional; alarm clocks. F. J. Brandt (importer, distributor), Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD in preparation.

399 Manufacturing industries

39999—AUSTRALIA—Plaques, decorative, wall-mounted, for use in the home. F. J. Brandt (importer, distributor), Julip House, 36 Palmer St., East Sydney, N.S.W., 2010. WTD in preparation.

Visiting Buyers and Officials

AUSTRALIA—Katheryne De Georges, representing Lascara Fashions Pty. Ltd. trading as Georges of George St., 323 George St., Sydney, N.S.W. 2000, **interested in locating U.S. sources of supply of ladies fashion goods, young and sophisticated styles.** First part of Sept. via Los Angeles for indefinite stay. c/o Kurt Spira, 2 Rosewood Place, Huntington, L.I., N.Y. Itinerary: Los Angeles, New York, others as required. WTD 7/69.

FRANCE—Georges Coppell, President and General Manager, Constructions Mills K, 31 Rue des Rosiers, 93 Saint-Ouen, **interested in materials handling equipment and inventory control equipment and requesting technical information.** Sept. 1 via New York for 4 weeks. c/o Roosevelt Hotel, Madison Ave. & E. 45th St., New York, N.Y. 10017. Itinerary: 9/1-13 New York, 9/19-22 Chicago, 9/23 Detroit, 9/24 Pittsburgh, 9/26 Washington, D.C., 9/27 New York. WTD 6/67 under revision.

JAPAN—Junji Takahashi, President, Koyo Industrial Co. Ltd., 1216 Tsunashima, Kohoku-ku, Yokohama, **interested in mass production system, including techniques and equipment for metal blind and tubular rivet production, to discuss licensing possibility for Japanese production.** Sept. 1 via San Francisco for 13 days. c/o L. F. Gallo, International Division, AMP Co., Philadelphia, Pa. Itinerary: 9/8, 9 Philadelphia, 9/10, 11 Los Angeles, 9/12, 13 Honolulu. WTD in preparation.

THAILAND—Dr. Samnuan Chawana, 41/1 Soi Bhawana, Lard Prao Road, Bangkok 10, is **planning to establish his own firm to import and distribute dietetic products and is interested in learning U.S. dietetic advances and locating suppliers of dietetic products and foods such as sugarless jam and biscuits, nonfat milk, low calorie foods.** Sept. 1 via New York for 20 days. c/o Dept. of Commerce Field Offices en route. Itinerary: New York, cities in New Jersey, Chicago, Los Angeles, San Francisco, Honolulu.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and South Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

20300—ECUADOR—Quince jelly. Oficina de Mandato Cervantes (exporter, realtor), P.O. Box 3953, Guayaquil. WTD 4/69.

20300—ECUADOR—Canned fruit juices, nectars, concentrates; jams, jellies, preserves; dehydrated bananas. O.S.S.A.C.-Oficina Seminario Sociedad Anonima de Comercio (exporter), P.O. Box 4119, Guayaquil. WTD 7/69.

251 Household furniture

25100—IVORY COAST—Hand-finished furniture, specializes in Louis XV and XVI but will make other styles to customer's specifications. Capacity 50 suites per month. Requests replies in French. Ateliers de Kahankro (ADK) (manufacturer), Att: Mr. OKA Niangoin, B.P. 12, Toumodi. WTD 1/69.

264 Converted paper, paperboard products

26400—ECUADOR—Looseleaf fillers, school and commercial types; composition books. S.O.N.A.P.A.L.-Sociedad Nacional de Papeles Cia. Ltda. (manufacturer), P.O. Box 943, Guayaquil. WTD 7/69.

314 Footwear, except rubber

31400—AUSTRIA—Ski boots for men, ladies and children; inner shoe of leather; outer shoe of plastic-coated leather, absolutely water-tight; patented special buckles. Company interested in exporting or finding American agent. Robert Klima (manufacturer, exporter, wholesaler, retailer), P.O. Box 133, A-4021 Linz. WTD 8/69.

329 Abrasive, asbestos, nonmetallic mineral products

32990—ECUADOR—Statuary, religious. Oficina de Mandato Cervantes (exporter, realtor), P.O. Box 3953, Guayaquil. WTD 4/69.

358 Service industry machines

35800—FINLAND—Medical refrigerators in three sizes: 5.7, 7.4, and 9.5 cu. ft. capacity; temperature range is 35°F-46°F; voltages 220 and 110. Oy W. Rosenlew Ab, Engineering Works (manufacturer, exporter), P.O. Box 51, Pori. Attn. Mr. A. Ojst. WTD 1/68.

365 Radio, television receiving sets

36500 — ECUADOR — Phonograph records, musical, 33, 45 and 78 rpm. Oficina de Mandato Cervantes (exporter, realtor), P.O. Box 3953, Guayaquil. WTD 4/69.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

221 Broad woven fabric mills, cotton

22117—HONDURAS—Poplin, similar textiles. Asociacion Mercantil J. Reese & Co. (importer, agent, retailer), P.O. Box 44, Tegucigalpa, D. C. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28421—NICARAGUA — Household insecticides and repellants in aerosol containers. Agency with view to manufacturing under license for Central American distribution. Caldera Industrial S.A. (distributor, manufacturer), Apartado Postal 1189, Managua. WTD in preparation.

28423—NICARAGUA—Aerosol room deodorizers; lemon scented household disinfectants; toilet bowl cleaners in powder and liquid form; oven cleaning preparations. Agency with view to manufacturing under license for Central American distribution. Caldera Industrial S.A. (distributor, manufacturer), Apartado Postal 1189, Managua. WTD in preparation.

28424—NICARAGUA—White shoe cleaner, in paste and liquid form. Agency with view to manufacturing under license for Central American distribution. Caldera Industrial S.A. (distributor, manufacturer), Apartado Postal 1189, Managua. WTD in preparation.

28424—SWITZERLAND—Cleaning, polishing preparations for furniture, household use and automobiles, for aerosols. Autochemie AG, Attn: Mr. A. Ch. Dick (distributor, manufacturer, agent), Postfach, 4133 Schweizerhalle / BL. WTD in preparation.

28424—SWITZERLAND—Cleaning preparations for airplanes (outside only) Bergmann & Co. AG, Attn: Chs. Molls (exporter), Postfach Aemtlerstrasse 201 / 8040 Zurich. WTD 7/69.

28440—SWITZERLAND—Cosmetic preparations such as perfumes, hairsprays, deodorants etc, for aerosols. Autochemie AG, Attn: Mr. A. Ch. Dick (distributor, manufacturer, agent, exporter), Postfach 1, 4133 Schweizerhalle/BL. WTD in preparation.

287 Agricultural chemicals

28710—PAKISTAN—Agricultural fertilizers. Binning & Co. (Pakistan) Ltd. (importer, distributor, manufacturer, agent), 22 K. C. Dey Rd., P.O. Box 751, Chittagong. WTD 5/69.

28790—PAKISTAN—Agricultural pesticides. Binning & Co. (Pakistan) Ltd. (importer, distributor, manufacturer, agent), 22 K.C. Dey Rd., P.O. Box 751, Chittagong. WTD 5/69.

326 Pottery, related products

32610—JAMAICA—Vitreous, semivitreous plumbing fixtures, accessories, fittings. Abdulla C. Marzouca Ltd. (Attn: Mr. Alvin Lyons) (importer, agent, retailer), 157 Orange St., Kingston. WTD 4/69.

331 Steel mill products

33120—REPUBLIC OF SOUTH AFRICA—Stainless steel coils, sheets. Engineering Products (Pty.) Ltd. (importer, agent, retailer), 97 Simmonds St., Braamfontein & P.O. Box 31619, Braamfontein, Johannesburg. WTD in preparation.

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- Your catalog or other appropriate literature.

333 Primary smelting, refining of nonferrous metals

33340—PAKISTAN—Primary aluminum. Binning & Co. (Pakistan) Ltd. (importer, distributor, manufacturer, agent), 22 K. C. Dey Rd., P.O. Box 751, Chittagong. WTD 5/69.

343 Heating apparatus, plumbing fixtures

34310—JAMAICA—All types of metal plumbing fixtures. Abdulla C. Marzouca Ltd. (Attn: Mr. Alvin Lyons) (importer, agent, retailer), 157 Orange St., Kingston. WTD 4/69.

351 Engines, turbines

35190—PAKISTAN—Marine engines (kerosene oil operated) of low horse power (between three to 10 h.p.) for propelling small fishing boats. Engineering Equipment Ltd. (agent, manufacturers' representative), 90/B Gulberg II, Lahore. WTD in preparation.

354 Metalworking machinery

35482—REPUBLIC OF SOUTH AFRICA—Trowels, powered, hand-held, for plastering. Warsop Power Tools (Africa) (Pty.) Ltd. (distributor, agent), Stand 87, Lathe St. and P.O. Box 159, Isando, Transvaal. WTD 8/69.

35484—GERMANY—Automobile maintenance equipment. Zettelmeier GmbH (distributor, agent), 532 Bad Godesberg, Postfach 344. WTD 8/69.

356 General industrial machinery

35614—GERMANY—Auxiliary compressed air equipment, apparatus or systems. Agency representation in Europe. Hydrovane Kompressoren GmbH (distributor, agent), 4 Matth.-Brueggenstr., 5 Koeln. WTD 3/69.

357 Office, computing, accounting machines

35711—AUSTRIA—Computer peripherals: card readers, punch tape perforators and readers, buffered tape units, low, medium, and high-speed line printers; on-line and off-line data terminals; magnetic tape, punch tape, and punch card conversion equipment; magnetic tape recorders for analogue signals; multi-trace-recorders, X-Y recorders. Universal-Elektronik-Import GmbH (agent), Makartgasse 3/11, A-1010 Vienna. WTD 7/69.

35731—SWITZERLAND—Analog computers. Megex Zurich GmbH (importer, distributor, agent), Badenerstrasse 582, 8048 Zurich. WTD in preparation.

35733—GERMANY—Parts and attachments for computers. System Technik GmbH (importer, agent), 83 Untermainkai, 6000 Frankfurt/Main. WTD 8/69.

361 Electric transmission, distribution equipment

36113—SWITZERLAND—Electronic measuring instruments, potentiometers. Megex Zurich GmbH (importer, distributor, agent), Badenerstrasse 582, 8048 Zurich. WTD in preparation.

362 Electrical industrial apparatus

36212—SWITZERLAND—Synchros. Megex Zurich GmbH (importer, distributor, agent), Badenerstrasse 582, 8048 Zurich. WTD in preparation.

36231—SWITZERLAND—Gasoline or petrol engine driven welding machines, portable, of very low weight; 150-180 amps. Schweisstechnik, A. Kohler Ing. AG; Attn: Mr. H. Gamsriegler, Dir. (exporter), Frohalpstrasse 20, 8038 Zurich. WTD in preparation.

365 Radio, television receiving sets

36511—SWITZERLAND—Radios of all kinds, sizes for household use, automobiles. Import-Export, Julius Lehrer (distributor, agent), Piazza Ciaccaro 12, 6901 Lugano. WTD in preparation.

367 Electronic components, accessories

36740—AUSTRIA—Integrated circuits, thyristors, rectifiers. Universal-Elektronik-Import GmbH. (agent), Makartgasse 3/11, A-1010 Vienna. WTD 7/69.

36740 — SWITZERLAND — Semiconductors. Megex Zurich GmbH (importer, distributor, agent), Badenerstrasse 582, 8048 Zurich. WTD in preparation.

36743—GERMANY—Silicon controlled rectifiers for industrial uses. F.o.b. American ports. Herbert M. Mueller, Ingenieurbuero (importer, distributor), P.O. Box 1456, 56 Wuppertal-Elberfeld. WTD 1/69.

36790—SWITZERLAND—Rheostats for electronic end products. Megex Zurich GmbH (importer, distributor, agent), Badenerstrasse 582, 8048 Zurich. WTD in preparation.

36792—GERMANY—Electrolyte condensers for industrial uses. F.o.b. American ports. Herbert M. Mueller, Ingenieurbuero (importer, distibutor), P.O. Box 1456, 56 Wuppertal-Elberfeld. WTD 1/69.

36795 — AUSTRIA — Carrier frequency bridges; signal conditioners. Universal-Elektronik-Import GmbH (agent), Makartgasse 3/11, A-1010 Vienna. WTD 7/69.

36795 — SWITZERLAND — Compact cassettes C-30, C-60, C-90, C-120. Import-Export, Julius Lehrer (distributor, agent), Piazza Ciaccaro 12, 6901 Lugano. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

38112 — AUSTRIA — Computer-compatible process control and analytical equipment for steel, chemical industries; vibration test equipment; reactor instrumentation (fast computer-compatible electronic instruments); tritium and plutonium monitors; spectrometers. Universal-Elektronik-Import GmbH (agent), Makartgasse 3/11, A-1010 Vienna. WTD 7/69.

383 Optical instruments, lenses

38311—SWITZERLAND—Field and opera glasses. Import-Export, Julius Lehrer (distributor, agent, exporter), Piazza Ciaccaro 12, 6901 Lugano. WTD in preparation.

Australian dam project invites U.S. companies to enter prequalifications

The Melbourne and Metropolitan Board of Works, Victoria, Australia, will invite tenders for Contract No. 7619, Construction of Cardinia Creek Dam and Appurtenant Works.

The contract is estimated at $16.8 million and comprises principally: earth and rockfill main dam 260 feet high with a crest length of approximately 4,800 feet and containing approximately 4.8 million cubic yards of material; four saddle dams, having a total volume of 1.4 million cubic yards, the largest of which is approximately 50 feet high; an earthfill diversion dam 80 feet with a crest width of 90 feet and containing approximately 300,000 cubic yards of material; a reinforced concrete outlet tower 260 feet high with twin 7 ft. diameter steel-lined shafts, requiring about 3,800 cubic yards of concrete, connecting with 7 ft. diameter concrete conduits with steel lining, requiring 7,500 cubic yards of concrete; a small unlined spillway, with a concrete crest structure and bridge, on the left abutment of the main dam.

Organizations interested in tendering and who have substantial experience in the class of work necessary are urged to register with the Secretary, Melbourne and Metropolitan Board of Works (MMBW), Box 4342, G.P.O., Melbourne 3001; Reference File: 69/20200.

Applications should be supported by a statement of facts giving the applicant's previous experience and achievements in carrying out similar or comparable work in relation to this contract. Applicants should state their legal name, give an address for correspondence and advise of any proposed participation in a joint venture. All data received will be kept confidential with the exception that after the invitation to tender has been issued, the names of the invited tenderers may be published for the information of prospective subcontractors.

The MMBW will invite applicants to tender for the entire works in accordance with the tender documents which will be issued in early October to the selected applicants who have made a deposit of $A500 ($A1 = $US1.12). The deposit will be refunded on receipt of a bona-fide tender. Tender documents and supplementary information will be available in October for inspection at the Contracts Room, MMBW Technical Services Building, 601-611 Little Collins St., Melbourne. Persons or organizations having an interest in the work, other than direct tender, and registered tenderers, may purchase the tender documents from the Contracts Room at $A50 per set.

The Board will require that tenderers submit a tender bond amounting to 5% of the tender price. The successful tenderer will be required to provide a performance bond for 30% of the contract price, and a payment bond for 15% of the contract price. The sureties for these bonds must be companies acceptable to the Board. Applicants for registration as tenderers must include evidence that they can arrange such bonds and notify the names of companies which would act as sureties.

The contract will require the completion of the first diversion dam by Sept. 1, 1971, and construction of the main dam and saddle dam to be sufficiently advanced by Aug. 1, 1972, to permit some storage of water in the reservoir. All work is to be completed by June 30, 1973.

Further information, including a brochure describing the work in more detail is available from the MMBW.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ALGERIA—The Algerian state agency for mechanical and electrical construction (Sonacome) has requested the American Embassy in Algiers to bring to the attention of U.S. firms its plan to **build a machine tool factory** in Algeria. The factory will be designed for an annual production of 2,500 lathes, drills, drill presses and other machine tools. Internal consumption is estimated at $20 million per year by 1980.

Sonacome intends to begin construction of the plant by 1972 and production two years later. Sonacome is interested in either a turn-key operation, including the design of the plant, installation of machinery, training of personnel and technical assistance to start production, or in a licensing arrangement. Interested U.S. firms should communicate directly with: Sonacome, Dept. of Machines Outils, 52, Rue Didouche Mourad, Algiers, Algeria.

AUSTRALIA—Maunsell & Partners, consulting engineers, acting on behalf of the Lower Yarra Crossing Authority, are inviting applications from major experienced electrical contractors for the **supply and installation of road lighting for the West Gate Bridge project.** Tenders are to be called for in early October.

The work to be undertaken by the contractor (approximately $448,000) includes the supply and installation on existing bases of approximately 115 masts varying in height from 59-120 feet, with associated wiring, raising and lowering equipment, high pressure sodium lanterns and fittings. The masts are to be installed both on the main bridge and on the associated interchange, which will be under construction by other contractors at the time scheduled for mast erection. The contractor will be responsible for connecting the power supply to the masts from distribution points installed by others in various locations of the project.

In addition, this contract will include the **supply and installation of standard street lighting masts and associated equipment, together with the supply and installation of lighting to service tunnels running beneath the Toll Plaza.**

Each application for registration should be forwarded in writing to: Maunsell & Partners, Consulting Engineers, 277 William St., Melbourne 3000, Victoria, Australia. Applications should include a comprehensive statement of the applicant's capacity to undertake a major electrical contract of this type.

BRAZIL—The city of Sao Paulo is planning to build **four garbage incinerating plants with 1000 tons daily capacity each plus a small thermoelectric generator** which will use steam produced by each incinerator.

Tenders should be announced by Sept. 25. Lack of local technology should allow foreign suppliers to participate in a consortium with local firms. The principal factor in the final decision will be the percentages of local manufacture required. The estimated cost of each installation is U.S. $10 million.

The American Consulate General in Sao Paulo urges U.S. industries to be advised and stands ready to promote consortia with local manufacturers. The American Consulate General understands that some European suppliers are already aware of this project.

CHILE—Santiago's **rapid transit system,** it was announced by the Minister of Public Works, will soon be underway. The Government of Chile's major effort will be concentrated initially on completion of Line No. 1 which will be mostly subway. The Ministry of Public Works will excavate about one mile of the 8-mile or more line then contract with private firms for the remainder of the civil engineering work and for installation of machinery. A Chilean company, or an international consortium headed by a Chilean enterprise, is expected to receive the contract for the civil engineering portion. The Ministry hopes this work can begin by early 1970. Details of financing for the system remain undetermined. A consortium of two French firms and one Chilean firm won the feasibility study bid which was called for in 1965.

U.S. firms hoping to participate in construction work will face strong competition. For additional information, write the following: Ministerio de Obras Publicas, Morande 71, Santiago, Chile.

FINLAND—American firms interested in the Helsinki City Council's plans for a **$75 million rapid transit system** were advised in *International Commerce* June 23, to seek further information from the Director of the Rapid Transit Planning Office, Helsinki. The American Embassy in Helsinki now recommends that U.S. firms deal directly with Mr. Teuvo Aura, Lord Mayor of Helsinki. Representatives of interested firms are advised to make personal calls on the Lord Mayor and not to await the official issuance of tender invitations.

GERMANY—The Hotel Corporation of America plans to built a **first class hotel in Hamburg,** between the Alsterufer and Warburgstrasse, next to the American Consulate General. It will be constructed by the Hamburg firm Frau Anna M. M. Vogel. Work will begin as soon as a building license is obtained from the city authorities, most likely in spring of 1970. Construction of hotels in Milan and Munich for the Hotel Corporation of America are already underway.

GERMANY—One of the world's largest **counterbalance ship lifts will be constructed in the Elbe-Seiten Canal.** The lift is necessary because of an elevation difference of 61 meters between the northern and southern parts of the canal, part of which will be taken care of by the Lueneburg ship lift. The remaining 23-meter lift, according to present plans, will be built near Uelzen. A decision as to type of construction is expected within the next six months.

The successful design, made by Dr. Ing. E.h. Gerd Lohmer of Cologne, calls for two vats each of which is raised and lowered by counterbalances and each of which operates completely independently of the other. Long delays can be thus avoided if one or the other vat is out of use for technical reasons.

The vats are to be 100 meters long, 12 meters wide and 3.5 meters deep. Ships of up to 1,350 tons will enter the vats and be raised or lowered vertically to the other part of the canal by a pulley system at a speed of 14.4 meters per minute.

Guenter Wetzel, President, Construction Department, Directorate of Water and Shipping, Hamburg, indicates that construction of the lift will begin this year. The Elbe-Seiten Canal, under construction for a year, should be completed by 1975. It will be 115 kilometers long, and will run from Artlenburg to the Mittelland Canal north of Braunschweig. Two-thirds of the total cost of DM 763 million (DM 4 = $1.00 U.S.) will be paid by the West German Government and one-third by Hamburg.

ITALY—An international contest for ideas concerning a **permanent road and railway connection** between the island of Sicily and continental Italy was announced by the Ministry of Public Works in the ITALIAN OFFICIAL GAZETTE, May 28 (see INTERNATIONAL COMMERCE, Aug. 26, 1968). Six prizes, amounting to lire 15 million each (about $24,000) will be awarded to best entries. Six additional prizes amounting to lire 3 million each (about $4,800), will be awarded to other entries which contain features of particular interest.

Participants in the contest are required to submit entries in Italian to Direzione Generale ANAS, Via Monzambano 19, 00185 Roma, before September 20.

Copies of the OFFICIAL GAZETTE announcement in English and Italian are available on a 5-day loan basis from the International Liaison and Trade Opportunities (ILTO) Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

IVORY COAST—The Ministry of Economic Affairs and Finance has announced plans for the **construction of a 100-room hotel and commercial center at Bouake.** Construction and management of the complex will be handled by a corporation whose capital will be raised entirely by public subscription.

The Societe Invoirienne d'Expansion Touristique et Hoteliere, a mixed company, is constructing a 150-room hotel at Assinie on the lagoon to the east of Abidjan. Work is expected to be completed in January 1970. The company is now in the process of reorganizing as a state society to facilitate its task of constructing tourist facilities throughout Ivory Coast. It presently manages hotels at Abengourou, San Pedro and Man.

UGANDA—The Uganda Development Corporation (UDC) has revealed plans for the **expansion of hotel accommodations in the national parks.** Since last year, tourism at Murchison Falls Park, Uganda's most popular, has increased by 50%. The UDC, which operates both hotels and safari lodges in Uganda, has announced that it will build three new lodges at each of the National Parks: Murchison, Kidepo Valley, and Queen Elizabeth. Modern hotels will be provided in Arua, Lira, Kitgum, Soroti and Moroto, areas adjacent to the parks.

Future construction summary available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in *International Commerce* and *Commerce Business Daily* during April, May and June 1969, is available to U.S. firms from the International Liaison and Trade Opportunities (ILTO) Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of copies of the first quarter 1969 summaries is also available upon request and will be distributed on a first-come basis.

New Books and Reports

***Law and Policy In International Business.* Published by Georgetown University Law Center, Washington, D.C. Winter 1969 (first issue). 193pp. Annual subscription $5 U.S., $6 foreign.**

This new journal published biannually is designed to provide a continuing forum for analysis of the laws and policies of governments and international organizations toward international business.

Subjects covered by the publication include problems and issues concerning U.S. exports and imports, foreign investments, balance of payments, extraterritorial application of laws, and private investment in foreign economic development. A special concern of the journal is the relationship between government policy and international business practices.

The foreword in this first issue of the journal is by Arthur J. Goldberg, former United States Ambassador to the United Nations. An article on the expansion of manufactured imports from the less developed countries by Albert H. Small, director of area 3 (developing countries) of the export market identification program, Bureau of International Commerce, U.S. Department of Commerce, is also included in the issue.

Write: Law and Policy in International Business, Georgetown University Law Center, 506 E Street, N.W., Washington, D.C. 20001.

***Sales Manager's Guide to Selection and Control of Export Agents.* By Colin McMillan and Sydney Paulden. Published by Cahners Publishing Company, Inc., Boston. 216pp. $11.95.**

The authors estimate that over half the world's foreign trade is handled by agents. Yet their research indicates that while the majority of businessmen are most circumspect and professional in their approach to domestic marketing, these same management officials take a lackadaisical, hit-or-miss attitude respecting their foreign representatives. Seven case histories are offered to support this thesis.

The book outlines practical steps to be taken in seeking agency candidates, drawing up the contract, appointing the agent, and insuring that the relationship is profitable. Different types of agencies are described, and special laws affecting representation relationships in 20 countries are reviewed. Appendices provide both a glossary of export terms and details on legal procedures, including specimen contracts and agreements.

Write: Cahners Publishing Company, Inc., Book Division, 221 Columbus Avenue, Boston, Mass. 02116.

***A Survey of Economic Conditions in Africa.* Published by the United Nations, New York. 1968. 242pp. $4.**

This is a survey of the economies of the various countries of Africa for the 1960-1964 period. It details the national product, agriculture, mining, energy, industry, transportation, exports, balance of payments, social welfare and public finance.

Outlined are the features in African development plans and objectives as well as actual achievement. Extensive statistics illustrate the text.

Write: United Nations, Sales Section, New York, N.Y. 10017.

***Annual Abstract of Statistics, No. 105, 1969.* Published by H.M.S.O., London. 1968. 378pp. $6.30.**

This British equivalent of the Statistical Abstract of the United States contains annual figures for each of the years 1957 through 1967.

The data included are: information on area and climate, demographics, social conditions, education, labor, production, retail and service trades, transportation, communications, foreign trade, domestic and overseas finance, national income accounts, local government, banking, insurance, credit and prices.

Write: British Information Service, Sales Section, 845 Third Ave., New York, N.Y. 10022.

***Management Dictionary* by Werner Sommer und Hanns-Martin Schoenfeld. Two volumes: German-English, 290pp.; English-German, 303pp. Third edition. Published by Walter de Gruyter & Co., Berlin, 1966. Price $4.50 each.**

This is a comprehensive dictionary intended for the use of managers in commerce and industry, especially designed to facilitate the translation of literature on business and related subjects, as the economy is subject to constant changes, new terms are coined and added to the pertinent vocabulary.

The usefulness of the dictionary is evidenced by the fact that a third edition has become necessary within six years after its first publication. About 6,000 words have been added in order to keep pace with the rapidly expanding management nomenclature and to meet the needs of a wider range of business administrators. Again special attention was given to the American terminology.

Write: Walter de Gruyter & Co., 30 Genthiner Strasse, Berlin, Germany.

***Economic Survey of Japan.* Published by Organisation for Economic Co-Operation and Development, Paris. 1969. 57pp. 80 cents.**

This survey analyzes the factors and the developments which have led to the remarkable combination of sustained business upswing and vigorous strengthening of the external position of Japan. It considers the contribution of economic policy to the external adjustment and the recent attitudes towards further liberalization of trade and payments.

Short-term prospects are also examined, and in a final section, the survey discusses policy issues and presents certain conclusions that can be drawn from the analysis.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave., N.W., Washington, D.C. 20006.

***The Brazilian Capital Goods Industry, 1929-1964.* By Nathaniel H. Leff. Published by Harvard University Press. 1968. 186pp. $5.50.**

Presented here is a detailed case study which centers on the capital goods industry, particularly the output of heavy engineering products. Discussed is the industry's emergence in the context of an underdeveloped economy and its evolution in the early 1960's to the point of excess capacity.

The book also dwells on the industry's demand conditions—the determinants of the size of the market for capital goods in Brazil, the industry's ability to compete with imports in price and quality, the market structure within which firms compete. This study concludes with a discussion of the effects of the industry's growth on Brazilian macroeconomic development.

Write: Harvard University Press, 79 Garden St., Cambridge, Mass. 02138.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—352-308/9

Calendar *for international traders*

ATLANTA—Sept. 23—First of seven consecutive Export Workshops, Business Administration Bldg., Georgia State College, 6:30-9 p.m. Sponsors: Commerce Field Office, International Trade Assn. of Atlanta in cooperation with Georgia State College.

BALTIMORE—Sept. 15—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

BOSTON—Sept. 19—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

CEDAR RAPIDS, IA.—Sept. 16—International Trade Bureau of the Cedar Rapids Chamber of Commerce begins fall season, Roosevelt Motor Hotel, program 6 p.m., dinner 7 p.m. Speaker: Leo G. B. Welt, International Management, Chicago.

CHICAGO—Sept. 16—In-Office Meeting, 1486 New Federal Bldg. Sponsor: Commerce Field Office.

CHICAGO—Sept. 17—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Sept. 25—International Trade Club of Chicago Seminar, "Structuring of International Business," La Salle Hotel, 2-4 p.m.

CHICAGO—Sept. 29—Principles and Techniques of Exporting, 1848 La Salle Bank Bldg., 135 S. La Salle St., 6-8 p.m. Sponsor: International Trade Club of Chicago.

CINCINNATI—Sept. 16—Regional Export Expansion Council, Netherland-Hilton Hotel, 5th & Race Streets. Sponsors: Commerce Field Office, REEC.

DETROIT—Sept. 23—Export Seminar, 445 Federal Building, 9:30 a.m. Sponsor: Commerce Field Office.

FARGO, N.D. — Sept. 17 — Export Trade Workshop, Town House Motel, 12-5 p.m. Sponsors: Commerce Minneapolis Field Office, SBA, AID, Inc.

GRAND RAPIDS, MICH.—Sept. 23—Western Michigan World Trade Club, Swiss Chalet, 6 p.m.

GREENSBURG, PA.—Sept. 17—Export Luncheon Forum, Mountain View Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Chamber of Commerce.

HAMBURG, GERMANY—Sept. 29—FCIB International Round Table Conference on Finance, Credit and Collection Problems (11th in a series), Atlantic Hotel, 9 a.m.

HONOLULU—Sept. 17—Export-Import Workshop, Suite 286, Alexander Young Building, 10 a.m. Sponsors: Commerce Field Office, SBA.

KANSAS CITY—Sept. 25—Export Development Workshop, Federal Office Bldg., 911 Walnut, 2-4 p.m. Sponsors: Commerce Field Office, REEC.

KING OF PRUSSIA, PA.—Sept. 30—Export Opportunities Fair, Holiday Inn, 11:30 a.m. Sponsor: Philadelphia Electric Co.

LOS ANGELES—Sept. 26—Export Expansion Seminar, 9:30 a.m. Sponsor: Commerce Field Office.

MADISON, Wis.—Sept. 19—Governor's Annual Export Expansion Conference, "Export Prospects in South America," Wisconsin Center. Sponsors: Commerce Milwaukee Field Office, Governor Warren P. Knowles, REEC.

MEMPHIS—Sept. 16—Memphis World Trade Club, Sheraton Motor Inn.

MEMPHIS—Sept. 17—Mid-South Exporters' Roundtable, Passport Room, Memphis International Airport. Speaker: **Roderick M. Gillies, Office of Field Services, U.S. Department of Commerce.**

NASHVILLE—Sept. 11, 16 & 18—Second, Third and Fourth of five sessions of an Export Educational Seminar, Belmont College. Topic: "Introduction to Exporting and Government Services." Sponsors: Commerce Memphis Field Office, REEC, Belmont College.

NEW YORK—Sept. 16—FCIB Hardware-Automotive & Allied Trades Group Meeting. Advertising Club, 23 Park Ave., 12:30 p.m. Chairman: Irving Heps, export credit manager, American Standard, Inc.

NEW YORK—Sept. 18—FCIB Drug, Chemical & Food Export Club, Advertising Club, 23 Park Ave., 12:15 p.m. Chairman: Herman M. Beltzer, director of treasury services, Revlon, Inc., New York.

NEW YORK—Sept. 22-23—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

NEW YORK—Sept. 23—FCIB Publishers Export Credit Group, Advertising Club, 23 Park Ave., 4 p.m.

OIL CITY, PA.—Sept. 25—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Chamber of Commerce.

PHILADELPHIA—Sept. 17—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

PHILADELPHIA—Sept. 17—38th Annual Meeting of Foreign Traders Assn. of Phila., Inc., Ballroom, Sheraton Hotel, reception 5:45 p.m., dinner 7 p.m. 26th Annual Award to Arthur K. Watson, chairman, IBM World Trade Corp., and vice chairman, IBM Corp.

PHOENIX—Sept. 18—Export Workshop, Room 5413, Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

PITTSBURGH—Sept. 16—Trade Fair Seminar, 2214 Federal Bldg., 1:30 p.m. Sponsor: Commerce Field Office.

SAN FRANCISCO—Sept. 15—Western Agricultural Export Conference, Mark Hopkins Hotel, **Carl J. Gilbert, Special Representative for Trade Negotiations,** luncheon speaker. Sponsors: 40 organizations including REEC.

SEATTLE—Sept. 16—"Banking and Insurance for Exporters," 8021 Federal Office Bldg., 10 a.m. to noon. Sponsor: Commerce Field Office.

TARENTUM, PA.—Sept. 18—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Allegheny Valley Chamber of Commerce, Allegheny Valley Industrial Development Assn.

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